

## WPI CAPE TOWN PROJECT CENTRE BUSINESS PARTNERSHIP

Date:

Congratulations \_\_\_\_\_, and thank you for agreeing to participate with the WPI Energy Team in our Pilot Program. We look forward to working with you and sharing an exciting opportunity to learn and grow together. This Letter briefly describes the Pilot Program and our partnership.

### PURPOSE OF PARTNERSHIP

We are exploring the strategy of promoting crèches as a distributing center for energy efficient products. The purpose of the partnership is to identify crèche leaders who are willing to participate in a pilot study and work together to improve the strategy. The document describes the responsibilities and expectations of the Energy Team and the crèche leader.

### EXPECTATIONS

The crèche leader will perform the following actions:

1. Exchange contact information (email, phone number, etc.) and define the best way to be reached.
2. Attend all scheduled meetings and arrive on time. If something should come up and you are unable to attend the meeting, phone the other partners in advance (preferably 24 hours) so the meeting can be rescheduled.
3. Make an active effort to sell Wonderbags.
4. Record all transactions related to Wonderbag sales, including number of sales and sale prices, using the Wonderbag Sales Log.
5. Present Pilot Program Log and Wonderbag Sales Log at each weekly meeting.

The WPI Energy Team will offer the following:

1. Five initial Wonderbags at the beginning of our partnership as the capital money
2. Sales and Wonderbag training
3. An Entrepreneurial Packet

The Entrepreneurial Pack includes the following documents:

1. Business Guide
2. Buyers Safety Tip
3. Wonderbag Sales Log
4. Wonderbag Advertisements
5. Savings Advertisement Poster
6. Pilot Program Log
7. Recipe Book

Should all of the Wonderbags be sold, the WPI Energy Team will provide the crèche leader with the contact information of a Wonderbag distributor, Peter Sharples, who has agreed to provide additional Wonderbags.

### VALIDATION

Our partnership will start on the date listed above and will continue for two (2) months after the date it is signed. Both you and WPI have the right to end participation in this program at any time, for any reason.

Once the Pilot Program is completed, the WPI Energy Team will provide the crèche with a formal letter of participation and a catering Wonderbag.

Again, congratulations and thank you for your participation. We look forward to working together!

Signed:

\_\_\_\_\_  
Partner Name

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Partner Name

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Partner Name

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Partner Signature

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