

# BALANCING THE SALE ORDER

*A copy of this will be sent with your invoice*

PLEASE SUPPLY COMPONENTS AS FOLLOWS:	Number	Price /unit	Total
<b>A: SITE LICENCES</b> (Includes DVDs & Leader Guide) NOTE: Not sold separately. Include Participants' Licences with this order.	@	\$395	=
<b>B: PARTICIPANTS' LICENCES</b> Every participant needs a license to participate in the program	@	\$395	=
<b>C: SUB TOTAL</b>			=
<b>D: ADD GST</b>			=
<b>E: TOTAL PAYABLE</b>			=

**F: PLEASE INVOICE ME THE AMOUNT IN LINE 'E' ABOVE:**

G: I agree to the terms of sale on the reverse of this form.

Signed \_\_\_\_\_

Dated \_\_\_\_\_ / \_\_\_\_\_ / \_\_\_\_\_

G1: My name is \_\_\_\_\_

G5: Phone \_\_\_\_\_

G2: Role \_\_\_\_\_

G6: Mobile \_\_\_\_\_

G3: Company \_\_\_\_\_

G7: E-Mail \_\_\_\_\_

G4: Delivery Address \_\_\_\_\_

H: MY NAME IS: \_\_\_\_\_

Phone: \_\_\_\_\_

H1: [ ] Please call me about:

H2: [ ] I will call the following today & ask them to give you a good reception when you call later in the week about Balancing the Sale

H3: Person's name \_\_\_\_\_

Mobile \_\_\_\_\_

Company \_\_\_\_\_

Phone \_\_\_\_\_

H4: Person's name \_\_\_\_\_

Mobile \_\_\_\_\_

Company \_\_\_\_\_

Phone \_\_\_\_\_

**BALANCING THE SALE  
TERMS AND CONDITIONS OF PURCHASE  
AS OF SEPTEMBER 1 2006**

**DESCRIPTION OF THE PROGRAM**

Balancing the Sale is a video based sales training package of six lessons (also referred to as programs) released for sale in two interdependent components.

A purchase is made up of two licensed components.

1. A site licence per location to allow sites to run the program  
*(eg 1 per state, branch, office etc... the exception being where one trainer is assigned to run the program centrally or at the purchaser's locations.)*
2. Individual participants' licences to allow trainees to take part.

**Component One** consists of 2 DVDs containing the 6 lessons in a single DVD pack and one individually numbered Leader's Guide. Component One is only sold separately when the purchaser intends to use the program at more than one location.

**Component Two** consists of the appropriate number of Personal Study Guides: i.e. one for each person licensed to undertake the training program. This means that every person who undertakes the program must hold a separate licence to do so. Only one person may use one of the individually numbered Personal Study Guides, but may use it repeatedly if so desired.

**TERMS OF PURCHASE**

1. No-one may participate in any part of the program without a licence having been purchased for him or her. Licences are currently priced at \$395 per head.
2. The program is the copyright property of Colin Pearce and Associates Pty Ltd.
3. Purchase of the Components does not transfer copyright to the purchaser. Therefore no part of the components may be copied by the purchaser.
4. No part of the program or the components may be used by the purchaser in any other program or performance apart from in a training session where the whole of the Balancing the Sale program is being utilised with licensed participants.
5. Purchase of the program or the components does not entitle the purchaser to rent the program out, or lend the program to other parties at no charge, or otherwise profit from sharing it with other parties.
6. The purchaser has a duty of care to ensure that the program does not fall into the hands of unauthorised parties (including employees and trainers) who may breach these terms by utilising the program outside of the purchaser's organisation.

**To summarise:**

- Everyone who undertakes the program has to hold an individual licence to do so.
- You can't copy any of Balancing the Sale – neither the books nor DVDs
- You can't use parts of Balancing the Sale as illustrations or entertainment or training examples in other training programs.
- You can't let the program leave the organization.