



Where fun takes flight!

796 Rocky Springs Church Road, Laurens, SC 29360

www.gohbee.com

Field Rep FAQ's

Question 1: What would be my involvement with the customer? Am I expected to be a sales person or just someone to help out local folks who are interested in buying or already have one of your heli's?

As a Gohbee Field Rep you will be filling two equally important functions. Basically, you will be a sales and service rep. It is important that the Field Rep be comfortable in balancing these two responsibilities. If we are careful to follow the Golden rule and treat others as we would want to be treated then the Field Rep will be successful. What I do not want are Field Reps who pressure people to purchase anything. My nightmare would be visions of a Rep going up and down the flight line badgering everyone about buying a helicopter. Ugh! The thought makes my nose curl! On the contrary, the successful Field Rep will be doing the following things:

1. Be a regular at your local field and fun fly events. Attend regional and national events whenever possible.
2. Be polite and courteous to other hobbyists, keeping their interests in mind.
3. Use your ACTIONS to peak others interest, not a sales pitch.
4. See yourself as an "education agent". As you meet interested hobbyists, use these as opportunities to introduce your status as a Gohbee Field Rep and explain the benefits of Gohbee products. It is best if the potential customer initiates the conversation.
5. Be available to help other hobbyists learn to setup and fly their own helicopters (even if it's not a Gohbee product!) If you demonstrate goodwill to others then they will more than likely reciprocate down the road.
6. Provide Gohbee with customer feedback in regards to products and services. Provide reasonable assistance concerning customer warranty issues when needed.
7. Provide assistance to the Gohbee marketing team at local trade shows and fun-flies whenever possible.
8. Participate on RC helicopter related internet forums providing the same assistance and help as you would to people at the field. Respect all the rules of each forum.
9. Help identify and recommend other potential Field Reps.
10. Maintain a current AMA membership.
11. Have Fun! Our motto is "Where fun takes flight!" Don't turn your Field Rep status into a burden.

Question 2: What would be my cost to be a rep and what does that include?

As a field rep, you are required to maintain a reasonable investment in our products for you to use and demonstrate to potential customers. Initially, you will need to purchase at least

one Gohbee kit and get it airborne. Approved Field Reps will receive a discount on their initial purchase to make this more affordable. As we add more models and products, we will encourage you to add them to your fleet. We will encourage this by providing Field Rep's special incentives at the introduction of these products. Also, from time to time we will have special incentives for Field Reps to keep your investment up to date. Optimally, a Field Rep would have access to all of Gohbee's products. As our product offering widens it will become more of the Field Rep's decision to determine which products to keep on hand for demonstration purposes. The Field Rep should have a good idea what his local customer base is interested in.

Question 3: Would I be expected to fly only your heli's?

No. Gohbee will not prohibit you from flying other helis as long as you are not promoting them. As a field rep, you are a part-time independent contractor and not on the Gohbee payroll. Therefore, we will not require that you exclusively fly Gohbee helis. We want you to choose our products because you like them and see a purpose for them, not just because you are our field rep. Fun is at the heart of what we do. We want you to have fun! Again, you can fly other helis but you can not be a field rep for Gohbee AND for another company.

Question 5: What's the "field rep code" all about?

Gohbee Field Rep's are assigned a unique code when added to the team. The Field Rep can then distribute his code to customers so that they can receive additional savings on eligible product purchases. The field rep can then log into our website to see orders placed using their field rep code, number of web site hits attributed to their field rep code, etc. In addition to the site, each time a customer places an order with your FR code, the field rep will get an email notification. The field rep code is a way for customers to save on purchases and allows for team management to evaluate a field rep's progress.

Should you have any other questions, please let me know!

Thanks,
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