

## EXATRON WORKSHOPS

As you may know, EXATRON products are sold only on a mail or phone order basis from our factory in Sunnyvale, California. The reasons are simple. Most Radio Shack stores are not permitted to carry non-RS merchandise and most computer stores are not interested in handling RS related items.

How then can potential buyers get a realistic idea of how Exatron products operate and what they can do?

Many of you undoubtedly bought your Exatron unit on the basis of written representations alone. Yet we all feel safer if we know for sure what we're getting. The computer field has had its share of rip-offs and losses.

Those present owners who desire to help promote use of Exatron products are invited to work with us. We are establishing a series of Exatron Product Owner Workshops throughout the country. If you are willing to talk to others about your experiences with Exatron products (we assume they've been mostly favorable) and also demonstrate their use, you can help us, the potential buyer, and yourself, all at the same time.

Exatron's long term goal is to help interested individuals to acquire the technical knowledge and skills to sell, install, maintain, and service small business packages that we will market. That goal will obviously take some time to reach.

At this time we are taking the first step; that of establishing local users groups (Workshops). To that end there are two categories of official Exatron Representatives: Workshop Representatives and Workshop Chairmen.

Being a Workshop Representative is the first step in becoming a Workshop Chairman. A Workshop Representative demonstrates Exatron products to potential buyers and organizes a local Workshop. In return the Workshop Representative receives a 10% commission (or a 10% discount on merchandise Exatron sells) on all sales he generates.

A Workshop Chairman has organized a local Workshop consisting of at least five interested individuals and himself, which meets on a regular basis and has a Workshop Librarian. In return, the Workshop Chairman receives a 20% commission (or a 20% discount on merchandise Exatron sells) on all sales he generates.

An additional benefit of being a Workshop Representative or Chairmen are the special offers Exatron makes available periodically, such as a 50% discount on modems from Micro Perherial Corporation and access to the soon-to-be-announced Exatron "Workshop Bulletin Board Net". These all add up to a package of benefits for you and Exatron that can't be beat.

To get on board just fill in the questionnaire on the back and send it back to us. We will send you everything you need to get started and a confirmation that you are the Workshop Representative for your area. We will also include information on how to qualify as a Workshop Chairmen so you may receive the extra commission.

# EXATRON CORPORATION

## WORKSHOP AGREEMENT

Please check to  
indicate your  
concurrence

I wish to become an Exatron Workshop Representative

-----

I am willing to discuss and demonstrate the use of Exatron products on my own  
equipment with potential purchasers

-----

You may use my name and phone number in ads if you desire

-----

I will keep in contact with other Exatron products owners in my local area and will  
conduct workshops at such times as it appears useful to do so

-----

I will endeavor to provide feedback to Exatron regarding products, software, unmet  
needs and other matters of mutual interest in cases where other owners may not themselves  
communicate directly with Exatron

-----

I understand that I will receive a gratuity in the form of a 10% commission/discount  
for sales which result from my efforts

-----

Please type or print:

Name -----

Phone No. (    ) -----

Street Address -----

City, State, Zip -----

Signature ----- Date -----