

# SalesSurge Incubation Application Form

Accomplish this form as best as you can. Brief and thoughtful sentences are encouraged. Answer all the fields with the red asterisk \* this means it's required. Applications are reviewed on a rolling basis. Check our website <u>www.agylebrands.com</u> for the next program cohort.

## Submit your application here.

#### **PRIMARY CONTACT PERSON**

*The nominated contact person shall receive all communications regarding the application.* 

- 1. NAME\*
- 2. EMAIL\*
- 3. MOBILE\*
- 4. LINKEDIN URL\*

#### **ABOUT THE BRAND**

1. Brand Name\*

2. Who came up with the idea for this brand/products?\* Name

3. Is the brand registered as a trademark with the IPO?\* []YES []IN PROGRESS []NO

#### 4. Please provide a brief overview of your brand idea or concept.\*

6. Who do you want to serve? Who is your target customer?\*

7. Fast forward 10 years from now, what would you want a 10-year loyal customer to say about your brand when interviewed by a reporter.\*

8. Describe the products you currently offer.\*

9. Describe the products you'd like to offer.\*

10. Describe the brand growth opportunities you see.\*

11. Describe the challenges or obstacles you are facing in developing your brand.\*

12. What are your main goals for your brand in the next 12 months?\*

13. What are you hoping to achieve by participating in the program?\*

14. Is there anything else you'd like us to know about your brand aspirations?

## **MARKETING CHANNELS & ACTIVITIES**

15. Provide the links/URL for social marketing channels the brand has been active on in the last six (6) months.\* *Indicate N/A if not applicable.* 

15.1 Facebook Page URL

- 15.2 Instagram URL
- 15.3 Tiktok URL

15.4 Facebook Group URL

15.5 Viber/WhatsApp Community URL

15.6 Other Social Media or Community URLs. List if applicable.

16. Mark all digital marketing channels and tactics you have used in the last six (6) months.\*

| [ ] Email                     | [ ] Influencers/KOLs        | [ ] PR                | [ ] Brand Partnerships |
|-------------------------------|-----------------------------|-----------------------|------------------------|
| [ ] SMS                       | [ ] Affiliate Marketing     | [ ] Event Sponsorship | [ ] Celebrity Endorser |
| [ ] Loyalty Program           | [ ] Referral Program        | [ ] Blog Marketing    | [ ] Video Marketing    |
| [ ] Live Streaming<br>Selling | [ ] Social Media<br>Content | [ ] Other             |                        |

17. Mark all paid advertising channels and tactics you have used in the last six (6) months.\*

| [ ] Meta Ads         | [ ] Google Ads        | [ ] YouTube Ads      | [ ] Marketplace Ads                        |
|----------------------|-----------------------|----------------------|--|
| [ ] Tiktok Ads       | [ ] Other Digital Ads | [ ] Radio, TV, Print | (Discovery Ads, Search<br>Ads, Shop Ads on |
| [ ] Marketplace Disp | olay Campaigns        | [] Other             | Lazada, Shopee,etc)                        |

 18. In the last 3 months, how much is your total advertising spend?\*

 Choose one only.
 If applicable.

 [] No spend.
 [] below P60k
 [] P60k-P250k
 [] 100% barter

 [] P250k-P500k
 [] P500k-P1M
 [] Above P1M
 [] Partial barter

19. Are there other marketing activities/channels you engage in that are not mentioned above?\* *List them.* 

20. Of all channels & activities mentioned, which are the top 3 most effective?\*

## SALES CHANNELS

21. Provide the links/URL for sales channels that the brand has been selling on in the last six (6) months.\* *Indicate N/A if not applicable.* 

21.1 Own Website URL

21.2 Lazada URL

21.3 Tiktok Shop URL

21.4 Shopee URL

21.5 Zalora URL

21.6 Other eCommerce Sites URLs. *List if applicable.* 

22. Do you sell in brick and mortar stores?\* If yes, pls provide more info.

| 23. Have you participated in bazaars or pop-ups?*                          | []YES | []NO |
|--|-------|------|
| 24. Have you joined or are currently in a marketplace incubation program?* | []YES | []NO |
| 25. Do you have any form of regular international business?*               | []YES | []NO |

## **BRAND PERFORMANCE**

26. What is the average number of orders you've gotten in the last 6 months?\* *Total all your online stores' orders and divide by 6.* 

| 27. What is the price  | range (in PhP) of your     | products.*            |
|------------------------|----------------------------|-----------------------|
| Lowest price - highest | price for a single item. I | Bundles not included. |

28. What is your best selling product? *Drop a product page URL.* 

# **DISTRIBUTION OPERATIONS**

| 29. Do | vou have  | vour own facilit | where all v   | our orders are sl | hipped from?* | [ ]YES  | [ ] NO |
|--------|-----------|------------------|---------------|-------------------|---------------|---------|--------|
| 25.00  | you nave. | your own nucline | y which claim |                   | inpped nom.   | [ ] [ ] |        |

30. If yes, what city is the facility in?\*

31. If yes, How many full time people operate this facility and ship out all your orders?\*

32. If no, it's not your own facility, who handles your warehousing and shipments?\*

| BUSINESS BASICS<br>33. Is the business registered?* <i>Choose 1</i> |                              |                 |                               |                 |  |  |
|---|------------------------------|-----------------|-------------------------------|-----------------|--|--|
| [ ]No   | [   ] Sole<br>Proprietorship | [ ] Partnership | [ ] One Person<br>Corporation | [ ] Corporation |  |  |
| 34. If yes, What is the legal name of the business?*                |                              |                 |                               |                 |  |  |
| 35. If yes, What is the registered business address?*               |                              |                 |                               |                 |  |  |
| 36. How many people own the business (or shareholders)?*            |                              |                 |                               |                 |  |  |

## **BRAND TEAM**

37. Are there other people leading this brand with you?\* If yes, add their names and LinkedIn URL below. If none, indicate NOT APPLICABLE. We recommend ensuring all your team's LinkedIn Profiles are current. It's part of the evaluation.

| Name | Role/Responsibility | LinkedIn URL |  |
|------|---------------------|--------------|--|
|      |                     |              |  |
|      |                     |              |  |
|      |                     |              |  |
|      |                     |              |  |
|      |                     |              |  |

38. How many employees does the business currently have?\*

39. Are you currently hiring? If yes, for how many roles?

## **REFERENCE PERSON**

Nominate one person who can speak to the team leader or team's entrepreneurial potential. No family members please. Please inform the reference person that they will be contacted.

40. NAME\*

41. EMAIL\*

42. MOBILE\*

43. Which of the team members is this person connected to? Give name/s.

44. How are they connected?

#### **CUSTOMER REFERENCE**

Nominate one customer advocate who can share their experience with your brand and products. No family members please. Please inform the reference person that they will be contacted.

45. NAME\*

46. EMAIL\*

47. MOBILE\*

48. Customer Since, Year\*

# AGYLE BRANDS OPPORTUNITY GRANT

49. We are applying for the Opportunity Grant.\* []YES []NO

50. Why do you believe you should be selected for the grant?

Submit your application here.

# **APPLICATION QUESTIONS**

To simplify our process and allow us to respond to your queries soonest, please contact us on <u>applications@aqylebrands.com</u> through your primary contact's email.