

Due Diligence for Appointment of a Distributor - Individual

Name	
CNIC #	
Mobile #	
Other Contact #	
Official Address	
Permanent Residential address	
Email Address	

Sponsor names?

	Name	Designation	Share in %
1.	_____	_____	_____
2.	_____	_____	_____
3.	_____	_____	_____
4.	_____	_____	_____

Modal for distribution (Target Segment to sell

funds) Corporate SME Individual / HNW

Financial

Retail

Others _____

Q1. Have you been in Mutual fund distribution?

1-2 Years

3-4 Years

5 Years or More

others _____

Q2. Do you sell any other fund? If yes, please mention names

Yes No

Q3. Please mention Gross / Net Investments solicited/facilitated?

Rs. (m) _____

Q4. Do you have any plan to expand your business in coming future?

Yes No

Comment: _____

Q5. Do you have a separate distribution setup or if so where?

Yes No

Comments: _____

Q6. Resource Allocation:

Research Unit:

Team	<input type="checkbox"/> 1-3	<input type="checkbox"/> 4-6	<input type="checkbox"/> More than 7
Average Qualification	<input type="checkbox"/> Intermediate	<input type="checkbox"/> Graduate	<input type="checkbox"/> Masters
Professional Experience Years	<input type="checkbox"/> 1-2 Years	<input type="checkbox"/> 2-4 Years	<input type="checkbox"/> More than 5

Marketing / Sales Units:

Team	<input type="checkbox"/> 1-3	<input type="checkbox"/> 4-6	<input type="checkbox"/> More than 7
Average Qualification	<input type="checkbox"/> Intermediate	<input type="checkbox"/> Graduate	<input type="checkbox"/> Masters
	<input type="checkbox"/> ICM Certification (at least two persons or 20 percent of your employees whichever is higher)		
Professional Experience	<input type="checkbox"/> 1-2 yrs	<input type="checkbox"/> 2-4 yrs	<input type="checkbox"/> More than 5yrs

Investor Services Unit:

Team	<input type="checkbox"/> 1-3	<input type="checkbox"/> 4-6	<input type="checkbox"/> More than 7
Average Qualification	<input type="checkbox"/> Intermediate	<input type="checkbox"/> Graduate	<input type="checkbox"/> Masters
Professional Experience	<input type="checkbox"/> 1-2 yrs	<input type="checkbox"/> 2-4 yrs	<input type="checkbox"/> More than 5yrs

Q7. Do you know about us and our products? If not, then is training required about it?

Yes No

Q8. Do you have any innovative product or idea to sell our funds?

Please provide:

CNIC copy