1. **NEGOTIATE AGREEMENTS THAT WORK FOR BOTH YOU AND YOUR PRINCIPALS**

The agreement a manufacturers' agent negotiates with a principal governs how they work with each other. The agreement also determines the compensation you receive in the event the agreement terminates. When you negotiate the agreement, prior to the start of the relationship, the dollar value is minimal. At the time the agreement terminates, years later, the dollar amount can be significant.

Professional manufacturers’ agents negotiate fair and balanced agreements that protect both parties and retain knowledgeable attorneys to review them prior to signing.

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| **RESOURCE** | **TYPE** |
| Manual for the Creation of a Rep/Principal Agreement | Legal |
| List of MANA Member Attorneys | Legal |
| Negotiating Better Contracts | Webinar |
| The Legal Contract | Webinar |
| Negotiating Contracts  | Teleforum |
| Example Of Rep Menu Services For Missionary Line Launch* 1. Example Of Rep Menu Services For Missionary Line Launch
 | Legal |
| Sample Letter To A Principal Concerning Product Liability Coverage | Legal |
| Intellectual Property Protection Guideline | Legal |
| Inviting the Bull Into The China Shop | *Agency Sales* |
| Back To Basics: Why Contracts can be a Rep Agency’s Most Valuable Asset | *Agency Sales* |
| An Introduction to Bankruptcy | Special Report |