

"ATTACHMENT C"

TECHNICAL LICENSING QUALIFICATIONS [Section 454.70]

- a) An applicant shall be deemed to possess sufficient technical capabilities to provide agency, brokering or consulting services if the applicant can demonstrate that it has had experience in the electric industry of at least one year.
- b) The applicant shall include in its application an exhibit containing occupational background information on the persons who are being used to satisfy the requirements of this Section.

Applicant itself has three months experience in the energy business so has not met the one year requirement according to this section; however, in order to comply and satisfy this requirement, Applicant has a family member, Vince Agozzino that has been in energy sales for over three (3) years. In addition Applicant is aware of the practices, ethics and sales matters relating to the industry.

VINCE AGOZZINO

Relevant Experience

Navigate Power, Chicago, IL Independent Contractor, Energy Sales 2013 - Present

Utilize the relationships I have made during my many years in the sales industry to create and maintain my customer base. Cultivate any and all sales leads. Write contracts directly with various energy suppliers. Have an excellent understanding of the industry requirements, ethics and reporting requirements.

R&R Consulting, Frankfort, IL Independent Contractor, Energy Sales 2009-Present

Utilized the relationships I made during my many years in the sales industry to create and maintain my customer base. Cultivated any and all sales leads. Wrote contracts directly with various energy suppliers. Have an excellent understanding of the industry requirements, ethics and reporting requirements.

G&K Services, Inc. Justice, IL Territory Sales Executive 2006-2009

Responsible for the sale of G&K Service's uniforms and other facility products. Led the Central Region in sales for the fiscal year in 2008. Secured 3-7 year contracts for rental of G&K Services Industrial Uniform Rental Services. Schedule and perform an average of 20 sales presentations each week. Analyzed markets, target areas of highest return, and developed strategies to exceed sales goals. Maintained territory notes in salesforce.com to manage and target prospects. Generated 3 million dollars in contracted services to over 100 companies.

American Linen Company Chicago, IL. Territory Sales Representative 2005-2006

Responsible for the sale of American Linen uniforms and other facility service products. Secured 3-5 year contracts for the rental of American Linen facility service products (Linen, napkins, floor mats, restroom products, aprons and etc.) Cold call average exceed 60 per week. Performed an average of 15 sales presentations per week. Generated over \$1.0 million dollars in contracted services to over 40 companies.

Cintas Corporation Bedford Park, IL. Service Sales Representative 1997-2005

Route Assistant, Service Sales Representative, Training Coordinator, Direct Sales Manager. Delivered and picked-up uniforms and facility service products. Consistently exceed direct sales catalog goals averaged \$1,000.00 per month in catalog sales. Secured contract renewals for current customers 3 to 5 year rental agreements. Maintained an average of 20 cold calls each week. Trained and developed new hires for role of Service Sales Representatives.

Jiffy Lube La Grange, IL. Store Manager 1995-1997

Responsible for daily business operations of over 1.2 million for store location. Designed and executed extensive sales promotions and annual advertising and marketing plan for store location. Collected and balancing of monies and responsible for bank deposits.

Wal- Mart, Hodgkins, IL. Sales Associate/Department Manager 1992-1995

Responsible for work scheduling of employees in department. Conducted training and managed a staff of sales associates. Ordered merchandise.

G3 Group Corp. Anticipated Organizational Chart

