

I have changed the order of some of the entry fields.

I would like all (except for facsimile) to be a required field.

I have include two new fields from which we can get good marketing information. (See next page)

A — Description —this field is to get the person to pick descriptions that best describes their role or occupation. The field should allow more than one description to be chosen if possible.
B — Select —the following I believe should be the descriptions to be chosen from;
VET teacher Careers teacher/counsellor

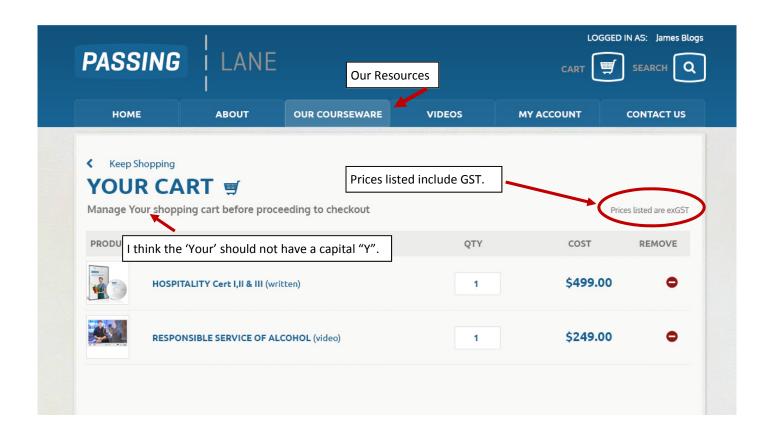
C—**Type**—this field is to get the person to pick a description that best describes the school, etc. The field should only one description to be chosen .

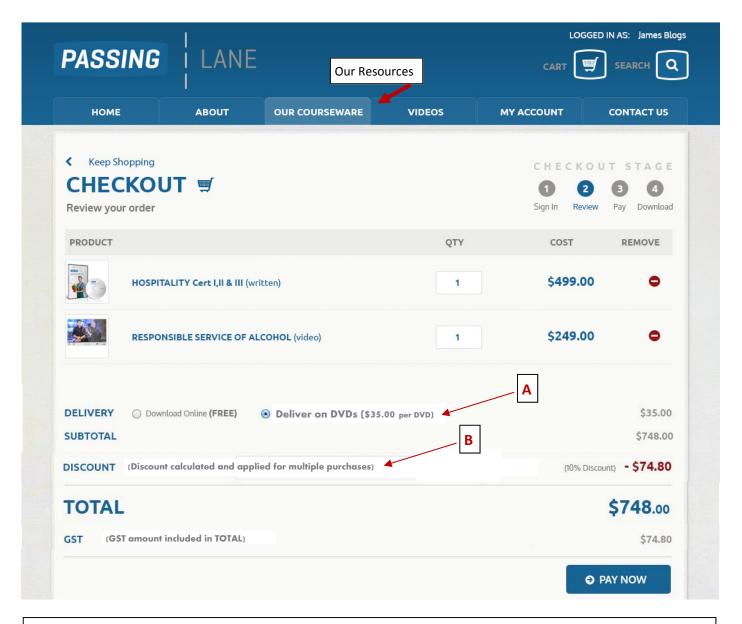
D—**Select**—the following I believe should be the descriptions to be chosen from;

Other ______(Fill in)

Trainer Librarian Assessor

Training consultant Trainee/student





I have changed the order of some of the descriptor lines.

I changed some of the wording (See next page)

I have changed how the discount is applied. (See next page)

In line with common business and accounting practices, I have moved the GST descriptor under the TOTAL. This is how it would need to appear on the TAX INVOICE.

A—**DVD Delivery**—I would assume that the shopping cart software would calculate the total of DVD delivery charges.

(Question—what would happen if the customer wanted two DVDs and download one?? See next page for an idea)

B—**Discounts**—this may require some more thought.

I assumed that the software could calculate the discounts based on the types of purchases.

We have tried the coupon concept in the past with disastrous results.

This is our current discounts.

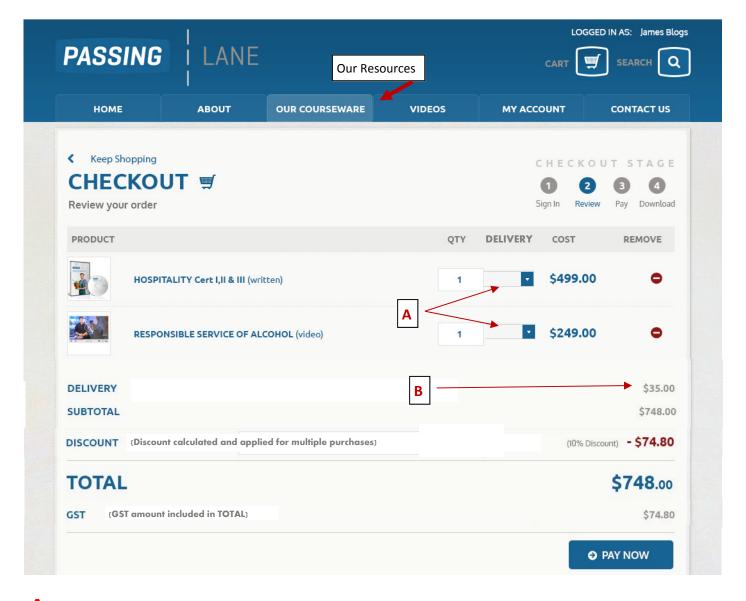
Written materials:

2 packages 15% discount on both3—5 packages 25% discount on all packages6 or more 35% of all packages.

Videos:

One clip \$119
Two clips \$179 for both
Three clips \$219 for all three
Set of four clips \$239 for all four

(Example—customer buys five clips—\$119 plus \$239—Total \$358) (Example—customer buys six clips—\$219 plus \$239—Total \$577)



A—Delivery Options—As a suggestion I could see a drop down box that gives the customer the option of either "Download for free" or "DVD Delivery @\$35.00 per DVD"

B—**Delivery**—When the customer chooses DVD delivery then the cost is calculated below..



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All materials cannot under any circumstances other storage devices except when required to access.

CHANGE/Remove Remove "your"

Replace with "the user"

- WRITTEN MATERIALS
- VIDEO RESOURCES
- PASSING LANE LICENCE AGREEMENT BENEFITS
- LICENCE AGREEMENT OVERVIEW

See next page

MODIFYING THE CONTENT

With regards the written content, certain types of modifications a the content in instances where such modification would allow a reaching or training outcome.

Some personalisation of the written content is also allowed such institution's logo and contact detail of the materials.

CHANGE

detail to details

Any modifications however need to be first requested by contacting Passing Lane and approved in writing.

In most cases most requested modifications are not unreasonably withheld.

CHANGE

For

In most cases, requested modifications are not unreasonably withheld.

