

## Frequently Asked Questions

**1) What are the basic criteria to apply to become a Country Farm Organic Store Operator?**

The applicant must be

- i. A registered eCosway Business Owner (BO)
- ii. Computer literate
- iii. Able to fulfill all standard requirements for the Country Farm Organic Store Operator Programme, including passing the Interview (Verbal Assessment) and successfully completing the Product Training, Point Of Sales (POS) Training, Practical Training and satisfactory completion and submission of all necessary legal documents
- iv. Able to communicate well in English. Ability to converse in other languages is an added advantage
- v. Knowledgeable and passionate about organic products. Willing to commit and work on the business full-time
- vi. Willing to perform cooking demonstrations, when needed
- vii. Able to provide a Cash Deposit (RM10,000)
- viii. Able to provide GUARANTOR(S). (Please refer to the second page of the application form)

**2) How can I get a copy of the application form?**

- i. Contact Business Development Department to request for the form.  
Address:  
Lot 2.36, 2nd Floor,  
Wisma Cosway, Jalan Raja Chulan,  
50200 Kuala Lumpur.  
Tel: 03-2030 1000, extension 1235/1244/1238 or  
Email: [bdd@cosway.com.my](mailto:bdd@cosway.com.my)
- ii. If you're a Business Owner, you can download the form from your online office.

**3) Is the application open to both men and women?**

Yes.

**4) I applied for an eCosway free store before, but I did not succeed. Can I apply for the organic store?**

Yes, you can. Each application is treated as a new application.

**5) I passed the store operator assessment for the eCosway free store last year, but did not get a store due to unsatisfactory network-building performance. Can I apply for the organic store? Do I need to attend the interview again?**

Yes, you have to attend an interview again even though you previously passed the interview for eCosway free store operatorship. This is because the interview for the organic store will cover different areas of assessment.

**6) Can a husband and wife operate a store each e.g. one operates an eCosway free store and the other operates an organic store?**

No.

**7) What will I be assessed on during the interview?**

- i. Communication skills during your introduction
- ii. Industrial knowledge (organic products particularly organic food)
- iii. Selling skills (organic products)
- iv. Selling skills (eCosway special eV sets)
- v. VIP Shopper and BO recruitment techniques

**8) How do I earn an income as a Country Farm Organic Store Operator?**

You earn in 2 ways:

- i. You will receive a handling charge based on the sales volume of products transacted in your store. For more info, please check with the Business Development Department (details in FAQ no. 2.)

- ii. You will receive profit payout from your VIP Shopper and BO network if you qualify each month.

**9) My friends from different states are interested in applying for the Country Farm Organic stores. Can they submit their application forms?**

Yes. However, we will be focusing on opening Country Farm Organic stores in the Klang Valley for now and it may be some time before we open in other states. So please explain this to them and make sure they understand this before helping them to apply. Please check with the Business Development Department (details in FAQ no. 2) for updates.

**10) Does the Company provide training for the Business Owners who are interested in applying?**

Yes. Please email [bdd@cosway.com.my](mailto:bdd@cosway.com.my) and request to join the mailing list. We'll inform you of any upcoming training programmes.

**11) Does the Company provide special training for the selected applicants?**

Yes, all selected applicants must go through a comprehensive training programme in our head office. This training programme covers product knowledge, selling and recruitment techniques, computer POS system and operational matters such as stock management.