

☐ SALES ☐ ADMINISTRATION ☐ PROCEDURE ☐ PROMOTION ☐ PRODUCT

## 2012 CONTINUITY PROGRAMS

A great continuity program that keeps your customers coming back for more. . . month after month after month! This program offers you the flexibility of selling any product line you desire and having great promotional items to offer your customers.

Each month you can have your customers anxiously waiting for you to come by and deliver their next Knife, Tool or Diecast Car!

Don't fail to use this program – it works and will make money for you!

**\*NOT VALID FOR GSA ACCOUNTS**

### May 2012 – Rules and Procedures

(See Standard Promotion Rules No. 6000)

- Promotions will run from May 1<sup>st</sup> through June 30<sup>th</sup>, 2012.
- All product groups can be used to qualify for awards. All items used to qualify for an award should be sold at 15% or higher commission levels.
- Service orders for awards must be received by May 25<sup>th</sup>, and June 11<sup>th</sup>, 2012 for the Polo Shirts to ensure delivery (see order forms).
- The costs are as follows: **COMMERCIAL ACCOUNTS ONLY**

P/N	ITEM	COST	AGENT AIF PRICE	LIST	MINIMUM RECOMMENDED SALES
162918	Snap-On 37 Piece General Service Set - Continuity		\$128.40 \$21.40 per mo.	\$169.55	\$2140.00 355.00 per mo.
162922S-162922XXXXL	CIC NIKE Golf S/S Polo Shirt - Customer Promo		\$45.50	\$72.99	\$760.00
162921S-162921XXXXL	CIC Bananna S/S Polo Shirt - Customer Promo		\$20.40	\$39.99	\$340.00
167649	Eyeglasses/Sunglasses Retainer Strap - Giveaway		\$1.00	—	—
167650	Electronics Holder with Carabiner - Giveaway		\$2.45	—	—

#### Continuing Promos

167648	Auto Cup Organizer - Giveaway		\$3.70	—	—
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