



SUBJECT: 2013 Continuity Programs

DATE: December 1, 2013

☐ SALES ☐ ADMINISTRATION ☐ PROCEDURE ☐ PROMOTION ☐ PRODUCT

2013 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 piece of clothing, 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**

December 2013 – Rules and Procedures

(See Standard Promotion Rules No. 6000)

1. Customer Promos will run until December 31st, 2013 and Giveaways are ongoing.
2. 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.
3. **Service orders for the following awards must be received by December 31st, 2013:**
 - The Navy Blue Fleece Jacket
 - Royal Blue Windbreaker

Both items can be ordered using dedicated order form or they can be ordered through CROSS.
(Send or email order form to Denise McKenna).

4. The costs are as follows:

Customer Incentives (Clothing)

P/N	ITEM	AGENT AIF COST	LIST PRICE	MINIMUM RECOMMENDED SALES
162934S - 162934XXXL	Navy Blue Fleece Jacket	\$23.70	\$39.98	\$395.00
162935S - 162935XXXL	Royal Blue Windbreaker	\$24.00	\$44.95	\$400.00

Giveaways (Ongoing)

167665	Ice Scraper Mitt	\$4.00	—	—
167663	Steak Knife	\$7.80	—	—
167662	Mobile Phone Holder	\$1.35	—	—
167661	Sticky Book	\$2.10	—	—
167660	Shoe Shine Kit	\$0.80	—	—
167659	Spiral Notebook	\$2.00	—	—

COMMERCIAL ACCOUNTS ONLY / PROGRAM VOID WHERE PROHIBITED BY LAW OR POLICY