

October 2014

New Products / Promotions / Programs



Sunday	Monday	Tuesday	Wednesday	Thursday	Friday	Saturday
<p>"Pretend that every single person you meet has a sign around his or her neck that says, 'Make me feel important.' Not only will you succeed in sales, you will succeed in life." — Mary Kay Ash</p>			<p>1 BREAST CANCER AWARENESS MONTH</p>	<p>2 Peanuts Comic Strip first published, 1950</p>	<p>3 First CD & Player released, 1982 Yom Kippur Starts at Sundown</p>	<p>4</p>
<p>5 Ray Kroc born 1902</p>	<p>6 Thomas Edison shows 1st Motion Picture in 1889</p>	<p>7 American Bandstand premiered in 1957</p>	<p>8</p>	<p>9 First 2-way telephone conversation in 1878</p>	<p>10</p>	<p>11</p>
<p>12</p>	<p>13 Columbus Day</p>	<p>14</p>	<p>15 MID-MONTH Commission Statements Mailed</p>	<p>16</p>	<p>17</p>	<p>18 Puerto Rico became U.S. Colony in 1898</p>
<p>19</p>	<p>20</p>	<p>21 Guggenheim Museum opens in 1959</p>	<p>22</p>	<p>23 iPod first revealed in 2001</p>	<p>24</p>	<p>25 Pablo Picasso Born in Spain in 1881</p>
<p>26 NAVY DAY</p>	<p>27</p>	<p>28 Statue of Liberty dedicated in 1886!</p>	<p>29 Stock Market Crash occurs in 1929</p>	<p>30</p>	<p>31 Halloween END OF MONTH Commission Statements Mailed</p>	<p>Did you download and install the Agent Toolbox update?</p>

SEPTEMBER 2014						
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21	22	23	24	25	26	27
28	29	30				

NOVEMBER 2014						
S	M	T	W	T	F	S
						1
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16	17	18	19	20	21	22
23	24	25	26	27	28	29
30						

4 Organizer Specials, See Agent Toolbox.

CIC 200™ PRO™ DRILL 45-PIECE UNDER-MOUNT ORGANIZER SPECIAL

Includes: 45-piece drill set, 115-piece dispenser special, 115-piece drill set, 115-piece dispenser special.

\$399.95

SAVES TIME, MONEY AND LABOR!

CHROMATE

4 Dispenser Specials, See Agent Toolbox.

CIC 200™ QUAD POINT™ DRILLS 115-PIECE DISPENSER SPECIAL

Includes: 115-piece drill set, 115-piece dispenser special, 115-piece drill set, 115-piece dispenser special.

\$899.95

CHROMATE

Purchase Any Reciprocating Saw Blade Tray or Tube Assortment & Get a Recip Saw Handle Free!

CHROMATE

55 Tray Assortments

195 40 Hole Bins

295 80 Hole Bins

CHROMATE

Purchase ANY 3 Tray Assortment! Get A FREE Slide Rack!

CHROMATE

CUTTING TOOL & LUBE COMBO PAK P/N 40002

CHROMATE

New Products

- Lobular Magnetic Nutsetters** 82980-82995
• [Sell Sheet \(1 pg\)](#) [LIT82980](#)
- Porta-Pak "Lobular Magnetic Nutsetters"** 19533
- Snow & Ice Melter**
- 50 lb. box 74608
- Pallet of 48 boxes 74608P
• [Sell Sheet \(1 pg\)](#) [LIT74608](#)
- Ice & Frost Remover** 74488
• [Sell Sheet \(1 pg\)](#) [LIT74488](#)
- Mechanix Wear® Pink Original® Women's Gloves**
- Small 162709SMALL-PNK
- Medium 162709MED-PNK
- Large 162709LG-PNK
• [Sell Sheet \(1 pg\)](#) [LIT162709-PNK](#)

Customer Incentives (Programs / Promotions)

(Commercial Accounts Only - See Rules & Procedures for details)

- Customer Promos (4th Quarter)**
 - Mechanix Wear® Pink Original® Women's Gloves 162709SMALL-PNK/162709MED-PNK/162709LG-PNK
 - Pink 26-Piece Tool Set 162959
 - 4" Camo Handle Multi-Purpose Tool 162961
 - General Service Tool Set, Inch 162960-INCH
 - General Service Tool Set, Metric 162960-METRIC
- Giveaways** (See Agent Toolbox for all Giveaways)
 - Pink Ribbon Mints 167670

Congratulations on your anniversaries!

Howard Dunlap	4 years	October 1 st
Warren Gheen	27 years	October 12 th
Nick Berner	1 year	October 16 th
Troy Hudson	1 year	October 16 th
Donna Lescalleet	6 years	October 16 th
Brian Buchert	30 years	October 22 nd

Marketing Material (Promos / Programs / Literature)

- 6 NEW Organizer/Dispenser Specials!** EXP 12/31/14
Pro™ Drills Under-Mount Organizer Specials
 - P/N 7880, 45 Piece Set
 - P/N 7884, Starter Set w/ 3 Cans RL Tool Cool II
 - P/N 7885, 45-Piece Set with 7 Amp Drill Motor
 - P/N 7886, 100-Piece Set with 7 Amp Drill Motor**Quad Point™ Drills Dispenser Specials (Fractional/Number/Letter)**
 - P/N 61653, 50 Piece Set (Fractional Only)
 - P/N 61654, 115 Piece Set
 - 29 Fractional / 60 Number / 26 Letter
 - P/N 61656, 332 Piece Set w/ 7 Amp Drill Motor
 - 148 Fractional / 141 Number / 43 Letter
 - P/N 61657, 64 Piece Set Quad Point™ and 13 Piece Set Pro Shooter Taps
- Recip Saw Handle Promotion (P/N 30385H)**
Buy Any Recip Saw Tray Assortment or Tube Assortment and You Get A FREE Handle! EXP 12/31/14
- Special Value Tray and Bin Assortments Promotion**
\$55 Tray Assortments, \$195 40 Hole Bin Assortments, \$295 80 Hole Bin Assortments ONGOING
- FREE Slide Rack Promotion**
Buy Any 3 Tray Assortments and Get A FREE Slide Rack! (Slide Racks: P/N 7928 or 50004) ONGOING
- Combo Paks "Promos" (P/Ns 8833 - 40004)**
Great deals on our most popular product combinations! Cutting Tool and Lube & Electrical ONGOING
- GO RED Program**
Maintenance Efficiency Center (MEC) ONGOING
• [Sell Sheet \(2 pgs\)](#) [PF-GORED](#)

Reminders and Extras

- Sandler Sales Tip!**
- Sandler Sales Tactics - Weeks 49 to 52**
- Gitomer Sales Tip!**
- Double Header Gas Card Quota Contest**
- Obsolete Product Program (OPP)**
- Customer Loyalty Discount Program**