

The Fuller Brush Company
Household Sales Division
Sales Hotline #707 at 800-732-1132

May 19, 2016
4:45 p.m., (CST)

Thank you for calling . . . it's Thursday, May 19th. The close of May is fast approaching!

Welcome everyone! This is Larry Gray, Vice President of Sales.

Beginning immediately, you may rally your sales by purchasing from both the May and June Sales Brochures.

Hurry and talk with your Customers . . . place your May Orders by Telephone, Fax or Mail by 4:00 p.m., Tuesday, May 31st.

Customer Service will be closed on Monday, May 30th, in observance of Memorial Day.

Listen to this Sales Hotline . . . Thursday, June 16th . . . for more updates.

And . . . I want to congratulate the winners in our Top Recruiters Performance Bonus for the month of April. Our number 6th, 7th, 8th, 9th, and 10th Top Recruiters will each receive a \$50 Cash Bonus. At number 10 is Michael Riddle from Iowa. Number 9 is Harvey Berger from New York. At number 8 is Veronica Kocher from North Carolina. Number 7 is Joseph Flanery from California. Number 6 is Champion Supplies from New York. Our 3rd, 4th and 5th Top Recruiters will each receive a \$100 Cash Bonus. At number 5 is Ken Wooster from New Jersey. Number 4 is David Froshaug from California . . . and our 3rd place Top Recruiter is Roland Rhoades from Maine. Our 2nd place Top Recruiter, receiving a \$200 Cash Bonus . . . is Kurt Guenther from Wisconsin. And now folks, here's our Top Recruiter for the month of April . . . the winner of a \$300 Cash Bonus . . . Joanne Rice from New Jersey. Congratulations to each of you! Your Cash Bonus will be sent your way!

We're hearing great reviews about the beautiful New 2016 Master Catalog . . . a full-size Catalog measuring 8 and a half inches by 11 inches . . . with 64 pages . . . featuring our entire Product Line . . . including New Products introduced this past year! Your Customers will want to keep this Catalog all year long to browse for products!

Order your supply of the fantastic New Master Catalog . . . and capture our fabulous Introductory Offer of "Buy 20 Master Catalogs, Get 10 More FREE" . . . Order #MC16F30 for \$18.00 Net . . . and you'll receive 30 of the new 2016 Master Catalogs! This Introductory Offer is only available for a Limited Time! We know that you and your Customers will love what you see!

Sales Hotline (cont.)

The Pre-Laundry Stain Remover (#617) and the Essentials Ladies Hairbrush (#A4001) will be available for order around May 24th. We apologize . . . as we had a delay in arrival of a couple ingredients for the All Purpose Cream (#A6806). We now anticipate availability of the All Purpose Cream to be . . . on or after June 1st. Again, we apologize for any inconveniences this may cause.

At the close of every month . . . it's always best to place your Order before the last couple of days. By doing that, we can ship your Order more quickly than if you wait until the huge number of Orders placed the last couple of days. At the end of May . . . please keep in mind that because of Memorial Day . . . Orders placed on Friday, May 27th or later . . . will likely not ship until Wednesday, June 1st through Friday, June 3rd.

Get your supply of the June Sales Brochures. When you order #LP061 for only \$7.00 NET, you'll receive 40 June Sales Brochures . . . plus a #A6840 Hand Moisturizer. Then, when you sell the Hand Moisturizer . . . it's like getting June Brochures . . . FREE!

I hope you've ordered your Demo of the FullSparkle All Purpose Cleaner Kit. With Spring and Summer arriving . . . now is the time to share this great new product with your Customers. Connect the Sprayer to a garden hose and the FullSparkle will clean House Windows right through the screens and reach the 2nd story windows. It's a great time of year to wash the outside of windows and house siding . . . and this new FullSparkle Kit makes the job easier!

Sue Dilocker from North Dakota is already ordering the FullSparkle Kits at 10 to 12 Kits at one time. She simply shows it and talks about it . . . and it sells! Sue is doing a fantastic job of increasing sales by showing new products! See your Customers . . . tell the story . . . and watch your Sales go Higher!

Beginning May 24th . . . order your supply of the July Sales Brochure. When you order #LP071 for only \$7.00 NET, you'll receive 40 July Sales Brochures . . . plus a #A3328 Orange Power Gel. Then, when you sell the Power Gel . . . it's like getting July Brochures . . . FREE!

On the front cover of the July Sales Brochure . . . you'll see a 4th of July Blast Spectacular! For a Limited Time . . . we are featuring 4 new Cleaning Products . . . a Multi-Surface Cleaner, a Bathroom Cleaner, a Glass & Window Cleaner and a Foaming Spray Bleach. Each 24 ounce bottle of Cleaner is ready to use with a Spray Trigger.

And here's the Tremendous Deal for your Customers . . . each of your Customers really ought to purchase \$40 in Products from you . . . because when they do . . . they can order these 4 Cleaners for only \$4.00. You heard it right . . . with a \$40 purchase, your Customer can order these 4 Cleaners for \$4.00! If your Customers order \$80 . . . they can get 2 Sets of the 4 Cleaners for \$4.00 each! It's a Limited Time Offer . . . so get your July Sales Brochures ordered . . . and see your Customers.

Sales Hotline (cont.)

Beginning May 24th . . . get your hands on these 4 Limited Time Cleaners . . . Order your Limit 1 Demo #D561234N for only \$3.50 NET.

Then . . . when you place your Orders beginning Wednesday, June 15th . . . for each \$40 purchase in products . . . you can order a set of the 4 Cleaners for only \$3.50 NET. You'll find this Offer in the third column of the Business Aids Section of the July Purchase Order.

It's a 4th of July Blast Spectacular . . . when Customers order \$40 from you . . . they can get 4 Cleaners for 4 Bucks!! Get ready for your Sales to escalate to a higher level!

The month of May has arrived! It's one of our best selling and sponsoring times of the year! And, it's time for Spring cleaning! Your customers need the top quality products you have to offer!

Good Luck Selling and Sponsoring!

Talk with you soon.