

The Fuller Brush Company
Household Sales Division
Sales Hotline #696 at 800-732-1132

September 3, 2015
10:30 p.m., (CST)

Thank you for calling . . . it's Thursday, September 3rd.

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

First of all . . . with great admiration and appreciation . . . I want to recognize and congratulate our top outstanding retailing Distributors of the year 2014. These folks are our Top 10 Retailing Performers of 2014. In alphabetical order:

Donna Baldock
Champion Supplies
John Daly
John Davidson
Demar Enterprises
Sue Dilocker
Kurt Guenther
Barry Holden
Leon McElmurry
and Albert Preston.

And we want to congratulate our top outstanding sponsoring Distributors of the year 2014. These folks are our Top 10 Distributors who sponsored Distributors with the highest Totals of 6 Month Volume in 2014. In alphabetical order:

Harvey Berger
Champion Supplies
David Froshaug
Kurt Guenther
Bess Metcalf
Frantz Pierre
Albert Preston
Roland Rhoades
Joanne Rice
and Ken Wooster.

The total sales and recruiting numbers for these individuals for 2014 were outstanding, and we really appreciate their efforts. Each of these Top Performers will receive a special recognition award from Fuller Brush.

Listen to this Sales Hotline . . . on Thursday evening, October 8th . . . for the next update.

Sales Hotline (cont.)

Get your Demo ordered of the all NEW Magnifico All-Purpose Concentrate. The 50 Oz. Bottle will make up to 200 Spray Bottles of Cleaner! Your customers will love the Lavender Fresh Scent. Get your Limit 1 Demo ordered #DA3900 for only \$9.00 Retail.

Here we are in early September . . . believe it or not . . . the Holidays will be here before you know it . . . customers will be looking for the right gift idea for family and friends.

Get your supply of the October Sales Brochures and "Home for the Holidays". The "Home for the Holidays" features 16 full sized pages with nearly 60 gift ideas for family and friends. When you order #LP101 for only \$9.00 NET, you'll receive 20 October Sales Brochures, 20 "Home for the Holidays" Brochures . . . plus a #A3850 Insecticide Spray. Then, when you sell the Insecticide . . . it's like getting October and Holiday Brochures . . . FREE! All of the Special Offers in the October and "Home for the Holidays" Brochures begin on Tuesday, September 15th.

This time of year . . . is a great time to double and triple your sales and income! When you see your customers . . . first of all . . . take an order for cleaning products to spruce up their home for the Holidays . . . then, after the cleaning order . . . show the "Home for the Holidays" Brochure and products . . . and take an order for Gift Items for family and friends. Instead of capturing only a cleaning product order for \$20 to \$50 . . . with Holiday Gift Items, you can increase the total order to \$80 . . . or more than a hundred dollars.

In the "Home for the Holidays" you'll see how your Customers can receive a new \$16 Value . . . Travel Cosmetic Bag as a . . . Gift with Purchase with the EssentialsRx Skincare Line. And, when your Customers purchase the new Essentials Sonic Cleansing Brush . . . they'll receive the EssentialsRx Cleansing Gel FREE!

In the "Home for the Holidays" . . . we're launching the Foot Buffer Replacement Heads! And, you can really boost your Sales and Income by offering . . . Buy the Foot Buffer . . . Get the Replacement Heads and Foot Lotion absolutely FREE. It's a \$29 Value . . . FREE!

Call Customer Service and order your Limit 1 Demo #DA6565F, which includes the Foot Buffer, the NEW Replacement Heads, and a Foot Lotion . . . all for only \$34.99 Retail!

Plus, beginning immediately, you may order the Foot Buffer Replacement Heads at the Holiday Offer of just \$16.99!

In the "Home for the Holidays" . . . you'll also see our consistently great Gift Giving Ideas . . . such as Carpet Sweeper, Hairbrushes, personal care products and My Kitchen My Home.

You'll see a NEW Lobby Broom and Upright Dustpan Set. Both measure about 36 inches tall . . . and the Plastic Dustpan locks down against the floor for easy sweeping into the Dustpan. Your Customers will love the Set at just \$29.98. Please keep in mind that this Set has a Limited Supply.

Sales Hotline (cont.)

On page 15, you'll see a Microfiber Trio, which is 3 different Microfiber Cloths . . . one Dual Action, one All Purpose and one Shine Bright in a colorful box. For every \$40 your Customer purchases . . . they are eligible to purchase the Microfiber Trio for only \$4.49! It's a \$13 Value . . . again, for only \$4.49 with every \$40 purchase! And, you as the Distributor will be ordering the Microfiber Trio at only \$4.00 NET. It's a great way to boost the Average Order Size from your Customers . . . and increase your Sales and Income!

Then . . . on the Back Cover of the "Home for the Holidays" you'll see 6 more New Items . . . a Hand Soap and a Hand Lotion in 3 different fragrances for a total of 6 New Items! Your Customers will love the 3 New Fragrances . . . Grapefruit . . . or, Sage & Eucalyptus . . . or, Green Tea & Lemon Grass! These 6 Items in 16 Ounce Bottles will be available on September 25th in plenty of time for the Holidays. They will be great Holiday Gift Ideas at only \$14.99 for each Hand Soap and Hand Lotion Set!

Again . . . immediately . . . get your hands on the new October and "Home for the Holidays" Brochures by ordering #LP101 . . . so, you can be the first to show your customers Great Gift Giving Ideas for the Holidays!

Today is September 3rd . . . between now and mid-December . . . are 100 days of the best retailing and sponsoring time of the year. We are at the beginning of a 100 Day Blitz of nonstop retailing and sponsoring!

The customers you reach and the prospects you sponsor . . . right now . . . will make a huge impact on your total sales and income for the year 2015. You can launch your business . . . and create for yourself . . . the most profitable 100 days ever!

Yea . . . it's a great time to be with Fuller Brush . . .

Thank you for calling . . . and Good Luck!

Talk with you soon.