

**The Fuller Brush Company**  
**Household Sales Division**  
**Sales Hotline #711 at 800-732-1132**

**September 16, 2016**  
**10:15 p.m., (CST)**

Thank you for calling . . . it's Friday, September 16<sup>th</sup>. September is already half over!

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

Beginning immediately, you may rally your sales by purchasing from both the September and October Sales Brochures . . . plus the "Home for the Holidays" Brochure.

Hurry and talk with your Customers . . . place your September Orders by Telephone, Fax or Mail by 4:00 p.m., Friday, September 30<sup>th</sup>.

Listen to this Sales Hotline . . . Thursday, October 6<sup>th</sup> . . . for more updates.

And . . . I want to congratulate the winners in our Top Recruiters Performance Bonus for the month of August. Our number 6<sup>th</sup>, 7<sup>th</sup>, 8<sup>th</sup>, 9<sup>th</sup>, and 10<sup>th</sup> Top Recruiters will each receive a \$50 Cash Bonus. At number 10 is Mark Jenkins from Wisconsin. Number 9 is Roland Rhoades from Maine. At number 8 is Joseph Flanery from California. Number 7 is Gwen Petro from California. Number 6 is David Froshaug from California. Our 3<sup>rd</sup>, 4<sup>th</sup> and 5<sup>th</sup> Top Recruiters will each receive a \$100 Cash Bonus. At number 5 is Champion Supplies from New York. Number 4 is Veronica Kocher from North Carolina . . . and our 3<sup>rd</sup> place Top Recruiter is Harvey Berger from New York. Our 2<sup>nd</sup> 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 August . . . 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!

I hope you have your Demo (#DA3736) . . . of the New Pretty & Pink Quick Clean Slippers. They're blowing out the door in BIG Numbers! Show them and increase your sales and income!

And believe it or not . . . the Holidays are fast approaching! Before you know it . . . customers will be looking for the right gift idea for family and friends.

Get your hands on the new "Home for the Holidays". In a beautiful full color, full sized, 16 page Catalog . . . your Customers will see nearly 60 gift ideas for family and friends.

Hurry and order your supply of the October Sales Brochures and "Home for the Holidays". When you order #LP101 for only \$9.00 NET, you'll receive 20 October Sales Brochures, 20 "Home for the Holidays" Brochures . . . plus a #A6805 Essentials Body Lotion. Then, when you sell the Body Lotion . . . it's like getting October and Holiday Brochures . . . FREE!

With the New 2016 "Home for the Holidays" Brochure . . . get ready for your Sales and Income to escalate to higher levels!

Sales Hotline (cont.)

In the October Sales Brochure and “Home for the Holidays” . . . are another 7 New Products . . . Get your Demos ordered . . .

- #D5604233 which is 3 Brushes for \$16.00 Retail
- #DA656890 which is the Nail Buffer and Refills, plus the 10 Pack Microfiber for \$24.00 Retail
- #D195801 which is both of the Natural Cloths (sets of 2) for \$19.00 Retail

We already have Distributors selling like crazy . . . the New Nail Buffer and Refills! Many Customers are ordering one for personal use and additional units for daughters, granddaughters and sisters.

On page 14, you'll see a 10 Pack of Microfiber Cloths, each Cloth measuring 10 by 10 inches. For every \$40 your Customer purchases . . . they are eligible to purchase this 10 Pack of Microfiber Cloths 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 10 Pack of Microfiber Cloths 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!

As noted on page 2 of the October Sales Brochure . . . we anticipate availability of the New Big E-Z Scrub to be around October 7<sup>th</sup>.

And now . . . I must share with you . . . here in September 2016 . . . we find ourselves in a difficult place. We are being forced into a decision that nobody wants to make . . . because we cannot continue with the current business structure. In order to continue making our products available to Independent Distributors and Customers . . . we must change the Compensation Structure to become Retailing Income only. We are making this difficult decision . . . to preserve an income opportunity for the highest number of Independent Distributors. Again, it's a decision that absolutely nobody wants to make . . . but, we have no choice.

On September 9<sup>th</sup>, we released a 2 page Announcement Letter with details of the changes . . . which become effective on October 1<sup>st</sup>. If you have not received a copy of the Letter, please call Customer Service . . . and we will Email, Fax or Mail you a copy.

Due to these changes . . . beginning in October . . . we will be able to accept Orders which are placed . . . only Online in your BackOffice . . . by Mail . . . or by Fax. Also, due to these changes . . . please be aware that the Websites will be “Under Construction” on October 1<sup>st</sup> through the 6<sup>th</sup>.

Again, this decision has been made in order to preserve . . . availability of the products . . . and an income opportunity for the highest number of Independent Distributors.

Sales Hotline (cont.)

Here in September . . . we are moving into the best selling time of the year . . . many Independent Distributors will be earning a good full-time or part-time income by retailing Fuller Brush and Stanley Home Products.

After 110 years, we're entering the 111<sup>th</sup> Holiday Season . . . of Independent Distributors offering top notch Fuller Brush products with excellent customer service to Customers across the Country.

Good Luck Selling!

Talk with you soon.