

**The Fuller Brush Company**  
**Household Sales Division**  
**Sales Hotline #697 at 800-732-1132**

**October 8, 2015**  
**8:30 p.m., (CST)**

Thank you for calling . . . it's Thursday, October 8<sup>th</sup>.

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

Beginning Thursday, October 15<sup>th</sup> . . . you may rally your sales by purchasing from both the October and November Sales Brochures.

Hurry and see your Customers . . . the deadline for placing October Orders by Telephone, Fax or Mail is 4:00 p.m., Friday, October 30<sup>th</sup>.

Listen to this Sales Hotline . . . on Thursday evening, November 5<sup>th</sup> . . . for the next update.

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 Helen Egli from Indiana. Number 9 is Mark Jenkins from Wisconsin. At number 8 is Susan Stith from Nevada. Number 7 is Bud Browell from Washington. 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 Roland Rhoades from Maine. Number 4 is Champion Supplies from New York . . . and our 3<sup>rd</sup> place Top Recruiter is Kurt Guenther from Wisconsin. Our 2<sup>nd</sup> place Top Recruiter, receiving a \$200 Cash Bonus . . . is Harvey Berger from New York. 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 has been sent your way!

If you were pushing to Win Big in the . . . Go for the WIN Award Program . . . and, you didn't quite win at the close of September . . . we have extended your chance . . . to retail and sponsor even more in October . . . and WIN at the close of October! Talk with your upline Director or Customer Service how you can win!

In early November . . . we have 2 exciting Holiday Product Meetings scheduled. On Monday, November 9<sup>th</sup>, from 9:30 to 3:00, we'll be south of Atlanta . . . at the LaQuinta Inn at 4080 Watson Boulevard in Warner Robbins, Georgia. And, on Wednesday, November 11<sup>th</sup>, from 9:30 to 3:00, we'll be near Jackson, Mississippi at the Fairfield Inn at 407 Riverwind Drive in Pearl, Mississippi. Signed-Up Distributors will receive a Free Product Pak. Everyone is invited to attend . . . and see these phenomenal new products and experience the excitement of Fuller Brush and Stanley Home Products!

Here we are in early October . . . 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. And, you want to be the FIRST to show Gift Ideas to your Customers . . . your Customers can shop with you . . . in the convenience of their home.

## Sales Hotline (cont.)

Let me share with you an idea . . . that will really increase your Sales and Income during the Holiday Season. When you see your Customers . . . first, show the Monthly Sales Brochures and take a cleaning product order to spruce up their home for the Holidays. Then show the “Home for the Holidays” Brochure and a few of the Gift Items . . . like the new Essentials Sonic Cleansing Brush, the Foot Buffer, the Covered Stoneware Dish, Ceramic Knife Block Set, Microfiber Trio and the new Hand Soaps and Lotions . . . and take an order for Gift Items. 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.

We’ve had Customers all over the place . . . asking for Foot Buffer Replacement Heads . . . and we feature them in the Home for the Holidays! Now, you can go back to everyone who purchased the Foot Buffer from you . . . and offer the Replacement Heads! And, they will likely order another Foot Buffer . . . with Free Replacement Heads and Foot Lotion . . . for a daughter, sister or friend! I’ve said it before . . . show the Foot Buffer . . . or, you’re leaving dollars lay on the table!

Customers are getting their Order to \$40, or \$80 and \$120 . . . and jumping all over the Microfiber Trio at only \$4.49! See page 15 of the Home for the Holidays for details. With every \$40 purchase, your Customers may order this \$13 Value for only \$4.49. 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!

Get your supply of the November Sales Brochures and “Home for the Holidays”. When you order #LP111 for only \$9.00 NET, you’ll receive 20 November Sales Brochures, 20 “Home for the Holidays” Brochures . . . plus a #A3471 Multi-Surface Foaming Spray. Then, when you sell the Foaming Spray . . . it’s like getting November and Holiday Brochures . . . FREE!

On the front cover of the November Sales Brochure are the all New Essentials Oil Hand Soap and Lotion . . . in 3 different wonderful fragrances . . . Grapefruit . . . or Sage & Eucalyptus . . . or Green Tea & Lemongrass! These 6 New Hand Soaps and Lotions are moving out the door . . . I hope you have ordered your Limit 1 Demo of each fragrance. As a Demo, you get both the 16 oz. Hand Soap and Hand Lotion of each fragrance for only \$9.99 Retail. Then show your customers – they make great Gift Ideas for the Holidays!

We’re hearing great results with the all New EssentialsRx Skincare Line! And, we want you to share it with even more Customers and friends! Beginning Friday, October 9<sup>th</sup> . . . get your hands on 2 more Demos.

Order #DA6809012 . . . and you’ll receive 1 of each of the EssentialsRx . . . the Cleansing Gel, Daily Moisturizer, Eye Therapy and Neck Therapy . . . all 4 items . . . which are a \$270 Value . . . for ONLY \$99.00 Retail! And get this . . . you may order 2 of these Demos!

Sales Hotline (cont.)

Order #DA6566 . . . and you'll receive the Essentials Sonic Cleansing Brush . . . which is an \$80 Value . . . for ONLY \$39.00 Retail! And get this . . . you may order 2 of these Demos! Our Sonic Cleansing Brush is one of the best on the market . . . and, your Customers will love this wonderful Gift Idea for the Holidays!

Beginning October 9<sup>th</sup>, order these 2 great value Demos and show your Customers to rally your Holiday Sales and Income!

Today is October 8<sup>th</sup> . . . 35 days have already passed of our 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 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.