

The Fuller Brush Company
Household Sales Division
Sales Hotline #699 at 800-732-1132

November 19, 2015
8:30 p.m., (CST)

The end of November is fast approaching . . . it's Thursday, November 19th.

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

Hurry and see your Customers . . . the deadline for placing November Orders by Telephone, Fax or Mail is 4:00 p.m., Monday, November 30th.

Listen to this Sales Hotline . . . on Thursday evening, December 10th . . . for the next update.

And . . . I want to congratulate the winners in our Top Recruiters Performance Bonus for the month of October. Our number 6th, 7th, 8th, 9th, and 10th Top Recruiters will each receive a \$50 Cash Bonus. At number 10 is Ken Pearson from Washington. Number 9 is Mark Jenkins from Wisconsin. At number 8 is Helen Egli from Indiana. Number 7 is Bud Browell from Washington. Number 6 is David Froshaug from California. Our 3rd, 4th and 5th Top Recruiters will each receive a \$100 Cash Bonus. At number 5 is Roland Rhoades from Maine. Number 4 is Kurt Guenther from Wisconsin . . . and our 3rd place Top Recruiter is Champion Supplies from New York. Our 2nd place Top Recruiter, receiving a \$200 Cash Bonus . . . is Susan Stith from Nevada. And now folks, here's our Top Recruiter for the month of October . . . 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!

Very soon . . . we'll be announcing the Winners in the Go for the Win Award Program for both Sponsoring and Retailing! Once we announce the Winners . . . we'll be calling them to ask if they would like a Laptop Computer . . . an I-Pad . . . or the \$400 in Cash!

Get your supply of the December Sales Brochures and "Home for the Holidays". When you order #LP121 for only \$9.00 NET, you'll receive 20 December Sales Brochures, 20 "Home for the Holidays" Brochures . . . plus a #A3868 Multi-Surface Concentrate. Then, when you sell the Multi-Surface . . . it's like getting December and Holiday Brochures . . . FREE!

Remember . . . for your Customers . . . we just launched the "Try It, You'll Love It" Personal Care Gift Set . . . which includes the complete EssentialsRx Skincare Line . . . plus the Sonic Cleansing Brush . . . a total value of \$350 . . . all for only \$149!

Your Customers may simply call 800-522-0499 . . . give us your ID# . . . and, you'll receive the sales volume when we ship the Gift Set to your Customers. Or, your Customers may simply go to your Customer (Replicated) Website and order this Limited Time Offer (#GIFT2015) for only \$149. This Exceptional Offer must be ordered on a Customer Account and shipped to your Customer. Get your Customers to Try It . . . and They Will Love It!

Sales Hotline (cont.)

Plus . . . we recently launched a tremendous value My Kitchen My Home Holiday Demo which includes . . . the Roasting Pan, 2.5 Qt. Saucepan with Glass Lid, Non-Stick Square Cake Pan, Silicone Measure & Prep Bowls, 6" Chef Knife, Cutting Mat Set, Bamboo Tongs and Coffee Spoon Clip. All of these Items will be needed for preparing Meals during the Holidays. This Holiday Demo has a value of over \$250 . . . but you may order a Limit of 2 Demos for only \$124 Retail each.

And, I hope you're keeping in touch with Customer Service . . . we're offering to each Distributor a NEW Limit 2 Demo at \$99 Retail for all 4 of the EssentialsRx products. Plus a Limit 2 Demo on the Sonic Cleansing Brush for only \$39 Retail. These Offers work great for Holiday Gifts . . . and we know when your friends and family use this EssentialsRx Skincare Line . . . they will love it!

Did you hear about this week's 72 Hour Sale? It includes everything you need to clean-up your Kitchen for the Holidays . . . plus it includes a brand NEW product called Kitchen Essentials Dish Soap in Green Tea & Lemongrass. We're certain you have Customers who really like the Green Tea & Lemongrass Hand Soap and Hand Lotion. And, they're going to love this New Dish Soap. Call Customer Service and Order your limit of 3 of this . . . 72 Hour Sale (#X5315) which includes 6 products at 40% OFF . . . for only \$36.56!

Beginning Friday, November 20th, order your supply of the January Sales Brochures. When you order #LP011 for only \$7.00 NET, you'll receive 40 January Sales Brochures . . . plus a #A6840 Essentials Hand Moisturizer. Then, when you sell the Hand Moisturizer . . . it's like getting January Brochures . . . FREE!

On the front cover of the January Sales Brochure . . . you'll see 3 NEW Products called Kitchen Essentials Dish Soaps . . . each with a different fragrance. Just like the 3 new Hand Soaps and Hand Lotions . . . 1 is Green Tea & Lemongrass . . . 1 is Grapefruit . . . and the 3rd Dish Soap is Sage & Eucalyptus. Each is beautifully packaged in a clear 24 Fl. Oz. Bottle with a Push/Pull Cap.

Beginning Friday, November 20th, order your Limit 1 Demo of all 3 Dish Soaps (#D1950814) . . . which have a total value right at \$36 . . . all 3 for only \$15 Retail. Plus on November 20th, you may order as many as you like of each of the Dish Soaps at the January Special Offer of just \$9.99 each.

Also on the front cover of the January Sales Brochure . . . you'll see a NEW Brush called the Multi-Purpose Kitchen Brush. This Brush can be used to clean the kitchen sink, and it's designed to clean the Garbage Disposal. Call Customer Service beginning December 7th and when available, order your Limit 1 Demo (#D56044) for only \$4.99 Retail.

The Holidays are fast approaching. On Tuesday morning, November 24th . . . watch your Email or call Customer Service for details about some excellent Black Friday and Cyber Monday Sales. These offers will begin on Tuesday, November 24th . . . and end on Monday, November 30th. That gives you 7 days to reach your customers and place your Orders for these exceptional Black Friday and Cyber Monday Deals!

Sales Hotline (cont.)

We've talked about this for several months . . . the Holidays are right around the corner.

We are in the final 30 days of our 100 Day Blitz of Nonstop Retailing and Sponsoring. Now is the time to touch base with every single customer and prospect you possibly can.

Customers want the convenience of Holiday Gift Shopping in their home . . . and customers need high quality Fuller Brush products to spruce up their home for the Holidays. You have 30 days to help make this year . . . one of your best years ever . . . in sales and income.

And now, all of us at Fuller Brush would like to take a moment to say thank you . . . thank you for your efforts . . . your time . . . and your day to day energies you devote to Fuller Brush. Thank you for helping preserve the legacy, the heritage and the 110 year history of Fuller Brush . . . 110 years of quality products and service.

Each of you are now able to say . . . you were there . . . in 2015 . . . celebrating the 109th Anniversary of Fuller Brush. And each of you have helped . . . make it happen. Whether you've been with us for 20 . . . 40, 50 or 60 years or even simply . . . a couple of months . . . we extend to each of you a big round of applause and a heart felt . . . thank you.

To all of you . . . may you and your family have a joyful Thanksgiving Holiday.