

**The Fuller Brush Company**  
**Stanley Home Products**  
**Sales Hotline at 800-282-1171**

**November 23, 2016**  
**8:15 p.m., (CST)**

Thank you for calling . . . it's Wednesday, November 23<sup>rd</sup> . . . the close of November is right around the corner!

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

Hurry and talk with your Customers . . . place your November Orders by Mail or Fax by 4:00 p.m., Wednesday, November 30<sup>th</sup>. You may order in your BackOffice until 11:00 p.m., Wednesday, November 30<sup>th</sup>. As always, all times are stated in Central Time.

Listen to this Sales Hotline . . . Thursday, December 8<sup>th</sup> . . . for more updates.

Exciting News . . . 11 products are now Back In Stock . . . and available for immediate order:

Wet Mop, Tub & Shower E-Z Scrubber, Angle Broom, Beech ½ Round Hairbrush,  
HyperOx, BathClean, Red Kitchen Broom, Degreaser Concentrate, Original Degreaser,  
Aqua Clean, and Foot Lotion.

For the Clothes Dryer Vent Brush, instead of ordering #323 . . . please order #323R . . . which is the same Brush without the Cardboard Tube.

As usual, when a product becomes available . . . we offer the Special Price that was in effect when the product went Out of Stock. For future updates, please go to the Resource Section in your BackOffice.

And, please make certain . . . that on the Home Page in your BackOffice . . . under Announcements . . . Click on "Read More" . . . and you'll find several Updates that will keep you in touch with the latest Info.

For Distributors / Consultants who would like to place Telephone Orders . . . rather than place Orders via the BackOffice, Mail or Fax . . . we've just created a Solution!

Beginning Monday, November 14, we are able to accept a Distributor or Consultant Telephone Order with a small Phone Order Convenience Fee of \$10.

Simply call 800-551-7777 or 800-732-1115 from **9:00 a.m. to 3:00 p.m. (Central Time)**, Monday through Friday, to place an Order. The Convenience Fee of \$10 will be added to your Order. (So that we can provide service to all callers . . . please have your Order ready before calling . . . and keep in mind that a Telephone Order needs to be completed within 10 - 15 minutes.)

We hope this additional method of placing an Order will be helpful for those who prefer placing an Order via Telephone.

## Sales Hotline (cont.)

You only have through the close of November to capture the fabulous November Special Offers on Original Degreaser, Degreaser Concentrate and Kitchen Cleaners. Details are listed under Announcements in your BackOffice.

Each month, we will offer a new Special Value Offer . . . which is usually around \$40 in products for only \$9.00 Net. In November . . . order the November Special Value Offer . . . which is \$40 of good selling products for only \$9.00 NET. This Offer is exclusive for Independent Distributors and Consultants. Order #A68315 . . . and you'll receive the Pretty & Pink Quilted Cloths, Grapefruit Dish Soap, Microwave Oven Cleaner and Orange Wonder . . . all 4 products for only \$9.00 NET. With each order placed . . . you may order a Limit of 2 of this November Special Value Offer.

Right away, order your supply of the December Sales Brochure . . . we only have a very limited supply remaining. When you order #LP121 for only \$8.00 NET, you'll receive 40 December Sales Brochures . . . plus a #610 Odor Away. Then, when you sell the Odor Away . . . it's like getting 40 December Brochures . . . FREE!

Beginning Tuesday, November 29<sup>th</sup> . . . check on availability of the January Sales Brochure. When available, order #LP011 for only \$8.00 NET . . . and you'll receive 40 January Sales Brochures . . . plus a #A3868 Multi-Surface Concentrate. Then, when you sell the Multi-Surface . . . it's like getting January Brochures . . . FREE!

With each order that you place in your BackOffice . . . add the Item #LPE11 . . . again, that's #LPE11 . . . and you'll receive the FREE November Literature Pak with your Order. Beginning in December, add the Item #LPE12 . . . and you'll receive the FREE December Literature Pak with your Order.

Every week, we will announce a new Flash Sale . . . (which was previously called the 72 Hour Sale.) Currently, these Flash Sales begin on Wednesday and end on Tuesday. Please make certain that Customer Service has your Email Address . . . so that you can get the Information on these Great Sales . . . to increase your Sales and Income.

The Holidays are fast approaching . . . for the Flash Sale from November 23<sup>rd</sup> through the 29<sup>th</sup> . . . we're launching 10 fabulous Black Friday and Cyber Monday Sales . . . including the

9" Fry Pan for \$29.99

6 Qt. Fry Pan with Lid for \$39.99

3 Stainless Steel Sponges in a Mason Jar for \$7.99

2 of the G-X Disinfectants for \$13.98

Magnifico Multi-Purpose Concentrate for \$8.99

a Spin Mop that's blue turquoise in color with an extra Replacement Head for \$36.98

. . . plus an Offer of all the EssentialsRx and Sonic Brush for only \$120

. . . and 3 other Offers.

Sales Hotline (cont.)

On these 10 Offers . . . effective through November 29<sup>th</sup> . . . there is NO LIMIT on what you can order! That gives you 7 days to reach your customers and place your Orders for these exceptional Black Friday and Cyber Monday Deals!

We've talked about this for several months . . . the Holidays are right around the corner. Now is the time to touch base with every single customer you possibly can.

Customers want the convenience of Holiday Gift Shopping in their home . . . and customers need high quality Fuller Brush and Stanley Home 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 and Stanley Home Products 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 and Stanley Home Products. Thank you for helping preserve the legacy and the heritage of quality products and service.

Each of you are now able to say . . . you were there . . . in 2016 . . . celebrating another Anniversary with Fuller Brush and Stanley Home Products. 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 few 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!