

The Fuller Brush Company
Household Sales Division
Sales Hotline #710 at 800-732-1132

August 18, 2016
8:45 p.m., (CST)

Thank you for calling . . . it's Thursday, August 18th. The close of August is fast approaching!

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

Beginning immediately, you may rally your sales by purchasing from both the August and September Sales Brochures.

Hurry and talk with your Customers . . . place your August Orders by Telephone, Fax or Mail by 4:00 p.m., Wednesday, August 31st.

Listen to this Sales Hotline . . . Thursday, September 15th . . . for more updates.

And . . . I want to congratulate the winners in our Top Recruiters Performance Bonus for the month of July. Our number 6th, 7th, 8th, 9th, and 10th Top Recruiters will each receive a \$50 Cash Bonus. At number 10 is Jeanne Fizell from Kansas. Number 9 is Ken Wooster from New Jersey. At number 8 is Gwen Petro from California. Number 7 is Joseph Flanery from California. Number 6 is Champion Supplies from New York. Our 3rd, 4th and 5th Top Recruiters will each receive a \$100 Cash Bonus. At number 5 is Veronica Kocher from North Carolina. Number 4 is Harvey Berger from New York . . . and our 3rd place Top Recruiter is Kurt Guenther from Wisconsin. Our 2nd place Top Recruiter, receiving a \$200 Cash Bonus . . . is Roland Rhoades from Maine. And now folks, here's our Top Recruiter for the month of July . . . 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!

PLUS . . . to Celebrate Stanley's 85th Anniversary . . . you have access to some Fantastic Offers on Sets of 4 and Sets of 8 . . . on 10 great selling products!

Stanley 100 Fabric Softener
Oven Cleaner
Multi-Surface Foaming Spray
Pretty & Pink Dish Soap
Stanley 100 Laundry Detergent
G-X Disinfectant
Silver Bright
Orange Wonder
Furniture Cream
and GrimeGuard Bathroom Cleaner

You and your Customers can save from 21% to 34% on these Sets of 4 and Sets of 8 . . . which are only effective through the close of the August Sales Period.

Sales Hotline (cont.)

On August 27th, we'll have a New Product Rally . . . in Beaver Dam, Wisconsin at the Ponderosa Steakhouse at 1520 N. Spring Street. Again, that's Saturday, August 27th from 10:00 to 3:00. Everyone is invited to attend and see our new products and experience the excitement of Fuller Brush and Stanley Home Products!

I hope you've heard about our latest Demos . . . in addition to the Bathroom Cleaning Demo and . . . Floor Cleaning Demo . . . we have an EssentialsRx Demo and a . . . Concentrates Demo. All of these Demos are at a Great Special Offer of just . . . \$79 Retail . . . and each Demo includes FREE Master Catalogs!

Hurry and see your Customers . . . you only have through the close of August . . . to place Orders for the 4 new Cleaning Products for only \$4.00 . . . with every \$40 purchase! 4 Cleaners for 4 Bucks . . . only available through August!

Get your supply of the September Sales Brochures. When you order #LP091 for only \$7.00 NET, you'll receive 40 September Sales Brochures . . . plus a #A3532 Bayberry Air Freshener. Then, when you sell the Air Freshener . . . it's like getting September Brochures . . . FREE!

When you place your Order online . . . in your BackOffice . . . you can receive a FREE Pack of September Sales Brochures. Simply key Item #LP09F . . . and you'll receive 20 FREE September Sales Brochures with your Order entered online in your BackOffice!

And on the front cover of September . . . you'll see a brand new exciting Item that you and your Customers will love! We're launching . . . Pretty & Pink Quick Clean Slippers. We anticipate availability of these Slippers during the first week of September . . . when available order your Limit 1 Demo (#DA3736) for only \$7.99 Retail.

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.

You heard it here first . . . Get ready to 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.

Beginning Thursday, August 25th . . . 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! All of the Special Offers in the "Home for the Holidays" Brochures begin on Thursday, September 15th.

Sales Hotline (cont.)

Featured in the October Sales Brochure are 4 New Cleaning Products . . . a Premium Dishwash Brush, a Premium Tile & Grout Brush, a Jar Brush and a product called . . . The Big E-Z Scrub! Both the Dishwash Brush and Tile & Grout Brush have an ergonomic rubberized handle like the #56044 Multi-Purpose Kitchen Brush. The Jar Brush is like the previous #321 Jar Brush with a wood handle. All 3 of these Brushes will be available for order at the October Special Offers on August 25th. Get your Limit 1 Demo (#D5604233) which includes all 3 Brushes for only \$16 Retail.

Full details about The Big E-Z Scrub can be found on page 2 of the October Sales Brochure . . . and, we anticipate availability of The Big E-Z Scrub during the first week of October.

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

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

On the front cover . . . you’ll see an exciting new Item called the Essentials Nail Care Buffer. This Electric Nail File and Buffer helps create spa quality manicure and pedicure nails in the comfort of your own home! This hand held unit operates with 1 AA battery and comes with 3 attachments to File, Buff and Shine your nails. It’s featured at the fantastic Holiday Offer of just \$23.99!

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 Consultant 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!

For the Electric Nail Buffer and the 10 Pack Microfiber Cloths, including a Demo Offer . . . check with Customer Service for availability the first week of September.

Then . . . on the Back Cover of the “Home for the Holidays” you’ll see 2 more New Items! Your Customers will love these New Hand Woven Natural Cloths. One set is Organic Cotton All Purpose Cloths with a unique Hand Woven Basket Weave Pattern that are great for cleaning everything from counter tops to glass. And Customers will love them for personal care use in the shower. These high end, Hand Woven Cloths measure about 7 by 7 inches and are offered in a set of 2 at \$14.99.

Sales Hotline (cont.)

A second set of Hand Woven Cloths are the Natural Jute Scrub Cloths which work great for scrubbing and polishing. The coarseness of the Jute is great for cleaning dishes without scratching. These high end, Hand Woven Jute Cloths also measure about 7 by 7 and are offered in a set of 2 at \$14.99. Your Customers will love the Hand Woven Patterns . . . and they may purchase both sets for \$27.98.

For both of these Hand Woven Natural Cloths, including a Demo Offer . . . check with your upline or Customer Service for availability beginning August 29th.

Again, beginning August 25th . . . get your hands on the October and “Home for the Holidays” Brochures . . . so, you can be the first to show your customers Great Gift Giving Ideas for the Holidays!

And, during the next couple of weeks . . . keep in touch with your upline and Customer Service for the latest news and availability of the “Home for the Holidays” New Gift Giving Ideas!

We’re quickly moving into the best selling time of the year . . . and, you’re with Fuller Brush . . . celebrating 110 years of top notch products and customer service offered by Independent Distributors across the Country.

Good Luck Selling and Sponsoring!

Talk with you soon.