

The Fuller Brush Company
Household Sales Division
Sales Hotline #712 at 800-732-1132

October 7, 2016
9:15 p.m., (CST)

Thank you for calling . . . it's Friday, October 7th!

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

And . . . I want to congratulate the winners in our Top Recruiters Performance Bonus for the month of September. 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 Mark Jenkins from Wisconsin. At number 8 is Ken Wooster from New Jersey. Number 7 is Roland Rhoades from Maine. Number 6 is Joseph Flanery from California. Our 3rd, 4th and 5th Top Recruiters will each receive a \$100 Cash Bonus. At number 5 is David Froshaug from California. Number 4 is Champion Supplies from New York . . . and our 3rd place Top Recruiter is Harvey Berger from New York. Our 2nd place Top Recruiter, receiving a \$200 Cash Bonus . . . is Joanne Rice from New Jersey. And now folks, here's our Top Recruiter for the month of September . . . the winner of a \$300 Cash Bonus . . . Kurt Guenther from Wisconsin. Congratulations to each of you! Your Cash Bonus will be sent your way!

Beginning Friday, October 14, you may rally your sales by purchasing from both the October and November Special Offers . . . plus the "Home for the Holidays" Brochure.

Hurry and talk with your Customers . . . place your October Orders by Mail or Fax by 4:00 p.m., Monday, October 31st. You may order in your BackOffice until 11:00 p.m., Monday, October 31st. As always, all times are stated in Central Time.

In September, you created a BIG Increase in Sales! The Inventory on some of our products has been depleted. Here is an update on some of these products . . . We anticipate availability of the Degreaser Concentrate to be the first half of November, and the availability of Foot Lotion and Aqua Clean to be the middle of November. We anticipate availability of the Wet Mop Replacement Head to be early to mid January. We really apologize for any inconveniences this may cause.

Listen to this Sales Hotline . . . Thursday, October 27th . . . for more updates.

In October . . . order the October Special Value Offer . . . which is \$39 of good selling products for only \$9.00 NET. This Offer is exclusive for Independent Distributors. Order #A68313 . . . and you'll receive the Glass Gel Mist, Shine Bright Microfiber Cloths, Kitchen Cleaners, and Bayberry Air Freshener . . . all 4 products for only \$9.00 NET. With each order placed . . . you may order a Limit of 2 of this October Special Value Offer.

Sales Hotline (cont.)

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.

On October 1st . . . we released a 4 page Business Guide detailing the Retail Income Plan available to all Independent Distributors beginning in October. With 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. In addition, the Business Guide details the Shipping and Handling Policy effective October 1st. If you have not received a copy of the Business Guide, please call Customer Service . . . and we will Email, Fax or Mail you a copy.

The Holidays are fast approaching! Customers are already 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!

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

In the October Sales Brochure and "Home for the Holidays" . . . are another 7 New Products . . . Get your Limit 1 Demos ordered . . .

- #D5604233 which is 3 Brushes for \$16.00 Retail
- #DA656890 which is the Nail Buffer & 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.

And now, beginning immediately, get your hands on the all new Big E-Z Scrub as featured on page 2 of the October Sales Brochure. We already have Distributors asking about placing orders for this exciting new product! Get your Limit 1 Demo ordered #D560701 . . . which is the Big E-Z Scrub, plus the Replacement Heads . . . a \$25.98 regular value . . . for only \$11.00 Retail.

Sales Hotline (cont.)

Plus . . . we're featuring the Big E-Z Scrub in a Flash Sale . . . that goes through next Tuesday, October 11th. This offer #X8116 . . . includes the Big E-Z Scrub with the Extension Handle, the Replacement Heads, the Mildew Stain Remover and the Bath Cleaner Gel . . . a \$56.96 value . . . at 45% OFF . . . for only \$31.32 Retail. Limit 5 on this great offer!

We are in October . . . 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 111th 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.