

# December 2013

New Products / Promotions / Programs / Training



Sunday	Monday	Tuesday	Wednesday	Thursday	Friday	Saturday
1 <b>Keep your eyes open for the next flash sale!</b>	2	3 <b>TRAINING WEBINAR</b> Peer Accountability - Bob Heiss -	4	5 Hanukkah 8th Day	6 <b>13th Amendment</b> abolishing slavery, ratified (1865)	7 Pearl Harbor Remembrance Day
8 Inventor Eli Whitney born, 1765	9	10	11 Pilgrims landed on Plymouth Rock (1620)	12 Golf Tee Patented (1899)	13 <b>MID-MONTH</b> Commission Statements Mailed	14 South Pole Discovered in 1911
15	16	17 Wright Brother's First Flight (1903)	18	19 Dickens' A Christmas Carol published in 1843	20	21 National Flashlight Day Winter Begins
22 U.S. Golf Association Founded (1894)	23	24 Closing at 12:30	25 Christmas Holiday Offices and Warehouses Closed	26 Kwanzaa Begins	27	28
29 Texas becomes the 28th State (1845)	30	31 New Year's Eve	Success in business requires training and discipline and hard work. But if you're not frightened by these things, the opportunities are just as great today as they ever were. - David Rockefeller			

NOVEMBER 2013						
S	M	T	W	T	F	S
					1	2
3	4	5	6	7	8	9
10	11	12	13	14	15	16
17	18	19	20	21	22	23
24	25	26	27	28	29	30

**Make sure that you take advantage of FLASH SALES and MISSION COMMISSION Promotions.**

**These pop-up promos will increase sales and earnings!**

JANUARY 2014						
S	M	T	W	T	F	S
			1	2	3	4
5	6	7	8	9	10	11
12	13	14	15	16	17	18
19	20	21	22	23	24	25
26	27	28	29	30	31	

## New Products

- 1. Multi-Function LED Flash/Floodlight**.....66322
  - Flashlight/Floodlight/Dual-Light (60/25/50 lumens)
  - Flashlight with CREE® LED technology
  - Floodlight with premium LED technology
  - Sharp focused beam flashlight
  - Wide-beam unfocused floodlight
  - Sell Sheet (1 pg)** .....LIT66322
- 2. Lightning Storm Blue Nitrile Gloves**  
59211MED • 59211LARGE • 59211XL
  - 9 mils thick
  - Powder free
  - For high risk applications
  - Extended cuff protects wrist and forearm
  - Approved for medical use
  - 50 gloves per dispenser box
  - Sell Sheet (1 pg)** .....LIT59211



## Product Promotions/Programs

- SMART BUYS** .....EXP 12-31-13
- Organizers / Indexes Promo** (brochure with pricing & without )  
• **Brochure (4 pgs)** .....PF-INDEXES EXP 12-31-13
- Special Value Tray and Bin Assortments**  
\$55 Tray Assortments, \$195 40 Hole Bin Assortments, \$295 80 Hole Bin Assortments .....EXP 12-31-13
- GO RED Program!** .....ONGOING  
Maintenance Efficiency Center (MEC) with Go Red Bonus!  
• **Brochure (4 pgs)** .....PF-GORED
- Autumn Highlights**  
The best CIC products for the Autumn season!  
• **Brochure (4 pgs)** .....PF-AUTUMN

## Customer Incentives

### Clothing

- (Commercial Accounts Only - See Rules & Procedures for details)
- Navy Full Zip Fleece .....162934S - 162934XXXL
  - Royal Blue Windbreaker .....162935S - 162935XXXXL

### Giveaways

- (Commercial Accounts Only - See Rules & Procedures for details)
- Ice Scraper Mitt.....167665
  - 2013 Promo-Giveaway Liquidation .....See Order Form



## Sandler Training Webinars!

### Peer Accountability Session

- 1. Bob Heiss**  
**Date:** Tuesday, 12/3/13  
**Time:** 3 pm - 4 pm

To register, check with your manager or email  
Denise McKenna at [dmckenna@chromate.com](mailto:dmckenna@chromate.com)

## Reminders and Extras

- 1. Q4 Agent Contest - Dash for Cash! Double Commission!**
- 2. Sandler Sales Tactics - Weeks 9 to 12**
- 3. Sandler Training Sales Tip!**
- Christmas/Holiday Gift Program
- Combo Paks
- Obsolete Product Program (OPP)
- Customer Loyalty Discount Program
- Let Us Work For You (Email Blasts)