

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

**October 28, 2016
9:00 p.m., (CST)**

Thank you for calling . . . it's Friday, October 28th . . . the close of October is right around the corner!

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

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.

Listen to this Sales Hotline . . . Thursday, November 10th . . . for more updates.

Exciting News . . . both the Degreaser Concentrate and Original Degreaser are Back In Stock . . . and available for immediate order. As usual, we offer the Special Price that was in effect when the product went Out of Stock . . . therefore, through November the Degreaser Concentrate will be offered at the Special Price that was featured in the September Sales Brochure.

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 Foot Lotion, Aqua Clean, HyperOx and BathClean to be early November. We anticipate availability of the Wet Mop Replacement Head to be mid January. For more information about additional products, please go to your Resource Section in your BackOffice. We really apologize for any inconveniences this may cause.

At Fuller Brush and Stanley Home Products, we provide top quality products at a great value to customers across the country. As such, we are constantly searching for new products and new suppliers to meet our high standards of quality. Only by searching for new suppliers are we able to make certain that our costs stay competitive, so that we can offer the best value to our customers.

Please be aware that the packaging (such as bottle design or labeling) may change with a new supplier. We fully understand the extreme value of our "tried and proven" formulas . . . therefore, we provide the new supplier with our formulas for production of our products.

In the coming months, if your customers ask about the new look of packaging . . . let them know that even though the packaging changed . . . the product inside is the great product . . . they have grown to "love!"

Sales Hotline (cont.)

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 and Consultants. 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.

At the beginning of each month, we will be launching a Special Value Offer . . . check the Announcement Section on the Home Page of your BackOffice for details.

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 and Consultants beginning in October. 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. With these changes . . . we are accepting Orders which are placed . . . in your BackOffice . . . by Mail . . . or by Fax.

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.

Beginning Monday, November 14, 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.

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.

Sales Hotline (cont.)

Hurry and order your supply of the "Home for the Holidays" Brochures. When you order #HB2016S for only \$9.00 NET, you'll receive 40 "Home for the Holidays" Brochures . . . plus a #A6805 Essentials Body Lotion. Then, when you sell the Body Lotion . . . it's like getting 40 Holiday Brochures . . . FREE!

Beginning immediately, order your supply of the December Sales Brochure. 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!

I hope you have your Demo (#DA3736) . . . of the New Pretty & Pink Quick Clean Slippers. They continue to Blow Out the door in BIG Numbers!

Get your Limit 1 Demos ordered of the following . . .

- #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

Get your hands on the all new Big E-Z Scrub. 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.

We are moving into November . . . one of the best selling times of the year . . . many Independent Distributors and Consultants are earning a good full-time or part-time income by retailing Fuller Brush and Stanley Home Products.

As always, we really appreciate your efforts!

Good Luck Selling!

Talk with you soon.