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You have all now received your "WAKE THE SLEEPING GIANT" program and your "Giant" button. Mace spells it out very clearly that for doing your job you can earn extra awards, and for TAKING THE EXTRA STEP you can reap a Bonanza! !

The greatest part of this program is the 6 co-workers you have here in the office, who are already helping to keep the big guy on his feet. The girls are eager to press every opportunity that involves some ASBESTOS PRODUCT with one of your accounts.

A tally sheet has been set up by Janette, and each ASBESTOS PRODUCT shipped is being entered on the sheet DAILY and will be balanced against the district overall quotas each month. The plants are geared for the influx, and Savannah and Baltimore will have the inventories on hand to topbad whatever is needed.

The opportunities afforded by this contest each quarter can add up to sizable awards for digging out that asbestos business and slipping into high gear. The business is out there, we have the product, the quality, the reputation, and I say we have the sales team here in Charlotte to take these regional prizes every quarter! I'm sure you all agree, and if so, let's don't make one call from now on without selling this fabulous Asbestos Program.

As Mace said "Let's turn that SLEEPING GIANT into a ROARING GIANT" : It's up to you! !

Good Selling,


E. T. Geary

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