OUR RESPONSIBILITIES WHEN MAKING DEALER CALLS

1. Inform the Jobber of programs you will be promoting while working with his salesman.

2. Help to educate outside salesmen on the Rayloc product lines; remember, after you leave, if you have done your job, he will continue to sell Rayloc.

3. Critique each Dealer call with Jobber salesman after each call to find better ways of presenting your program.

4. Leave with the Dealer customer and Jobber salesman as much literature and information as possible.

5. Promote Rayloc on each call.

* * *

There are many qualifications and responsibilities required of our Rayloc Sales Force. We think you have those qualifications!

NOVO16806