

OUR RESPONSIBILITIES ON D. C. CALLS

1. Be prepared.
2. Handle yourself in a professional and business-like manner.
3. Make each department in the Distribution Center aware of any programs or promotions, and generally keep them advised on Rayloc's policies and practices.
Whenever possible, conduct your business when most convenient for Distribution Center personnel (usually Saturday morning).
4. Offer solutions and suggestions to problems --- they are looking for your plans.
5. Be as brief as possible, and yet, tell your complete story, always remembering that there are many other representatives with whom you are sharing their time.
6. Introduce yourself in each department, and make your presence known. Both you and Rayloc will benefit.