

# SKYROCKET

## YOUR 2012 SALES

Proven Sales Strategies,  
New Product Ideas,  
Expert Advice to  
Boost

**Your Promotional Products Sales!**

Rosalie Marcus, The Promo Biz Coach & Guest Experts

[www.PromoBizCoach.com](http://www.PromoBizCoach.com)

[Rosalie@promobizcoach.com](mailto:Rosalie@promobizcoach.com)

# WELCOME FROM ROSALIE



- ◉ My mission is to help *you sell smarter and make more money with less time and effort.*
- ◉ Each of the top-rated suppliers participating today have fresh ideas and selling tips for you.
- ◉ If you're looking to partner with the best suppliers in our industry, get great service and the quality products your customers want, you're in the right place.

# Guest Experts:

- ◉ **Roni Wright:** The Book Company
- ◉ **Joe Warmbrodt:** Ariel Premium Supply
- ◉ **Allison Gower:** The Platform Group Gallery
- ◉ **Steve Weinstein:** EMT EASY
- ◉ **Suzi Flynn:** Ash City
- ◉ **Ashley Querella:** Admints & Zagabor
- ◉ **Rebecca Kollmann:** AIA
- ◉ **Rosalie Marcus:** Promo Biz Coach

# Guest Expert Questions:

- ◉ What products are you featuring today?
- ◉ What's your best tip for getting more business with your products?
- ◉ What makes your company unique?
- ◉ What is your special offer or self promo?
- ◉ How can our listeners contact you?

# Roni Wright, The Book Company



## *CONTACT:*

Distributor Web Site:  
[www.thebookco.net](http://www.thebookco.net)

End-User Web Site:  
[www.thebookco.com](http://www.thebookco.com)

[roni@thebookco.com](mailto:roni@thebookco.com)

800.367.9388 ext. 207

# The Book Company



# Joe Warmbrodt, Ariel Premium Supply



Contact:

[joew@arielpremium.com](mailto:joew@arielpremium.com)

[www.arielpremium.com](http://www.arielpremium.com)

800-792-5941 toll free

314-787-2110 direct

314-373-5846 fax



# Allison Gower, The Platform Group Gallery



*CONTACT:*

[www.theplatformgroup  
gallery.com](http://www.theplatformgroupgallery.com)

[Allison@theplatform  
groupgallery.com](mailto:Allison@theplatformgroupgallery.com)

888-880-4790

# THE PLATFORM GROUP GALLERY

## The Platform Group Gallery



we package your ecofriendly ideas

- Made in USA from 100% recycled content fiberboard –
- 400+ Ready-made Styles – Printed to Order – Shipped in 7 days –
- Designed for ReUse – Amazing Service

### Featuring:

Ready-made items with customized Fiberboard insert.



## The Platform Group Gallery



we package your ecofriendly ideas

- Made in USA from 100% recycled content fiberboard -
- 400+ Ready-made Styles - Printed to Order - Shipped in 7 days -
- Designed for ReUse - Amazing Service

**Offer:**

Any TriBeCa price range gift box or press kit with a 1 color screen, 50 pieces, no charge (provide FedEx or UPS for shipping)



# Steve Weinstein, EMT



*CONTACT:*

[www.emteasy.com](http://www.emteasy.com)

[Steve.Weinstein@emteasy.com](mailto:Steve.Weinstein@emteasy.com)

Samples:  
[Novella@emteasy.com](mailto:Novella@emteasy.com)

800-289-2911

(317)803-2400

# EMT: Pitchfix®

**EMT**  
asi/52263



**Pitchfix®**  
com

**Pitchfix®**  
com

**EMT**  
asi/52263



**Pitchfix®**  
com

**EMT**  
asi/52263



- Black Body  
Silver Trim
- Gunmetal  
Body  
Silver Trim
- Gunmetal  
Body  
Red Trim
- Gunmetal  
Body  
Royal Blue Trim
- Gunmetal  
Body  
Green Trim
- White Body  
Black Trim
- Pink Body  
Silver Trim
- Red Body  
Silver Trim
- Orange Body  
Silver Trim
- Yellow Body  
Silver Trim
- Green Body  
Silver Trim
- Powder Blue  
Body  
Silver Trim

# Suzi Flynn, Ash City Apparel



*CONTACT:*

[www.AshCity.com](http://www.AshCity.com)

[customerservice@  
ashcity.com](mailto:customerservice@ashcity.com)

[sflynn@ashcity.com](mailto:sflynn@ashcity.com)

1-800-761-6612

# Utk

TECHNOLOGY™

# Utk

TECHNOLOGY™

WARM·LOGIK™

Unique Thermal  
Komfort

# Utk

TECHNOLOGY™

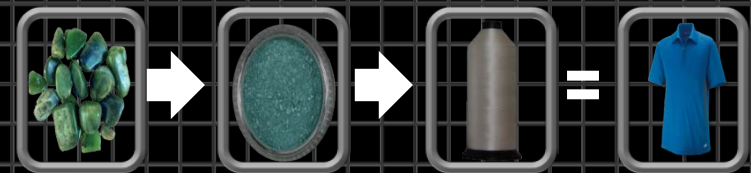
COOL·LOGIK™

## Warmth Measurement

- Outside temperature rating related to cold weather outerwear
- Provides **Komfort** by allowing you to choose the right jacket in **cold** conditions

## Cooling Measurement

- Cooling fabric that is cool-to-the-touch and maintains a cooling sensation
- Provides cooling **Komfort** when worn in **warm** conditions





INTRODUCING  
**Utk COOL-LOGIK™**  
 PROVIDING KOMFORT FOR WARMER CONDITIONS



78657



88657



78658



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Back to MAIN MENU



**Extreme Weather**  
 30°F to -16°F Temperature Range

Heavy insulated outerwear offers maximum warmth combined with exceptional style details and premium technology



Click on desired Temperature Range

- SHOW ALL
- 27°F to -14°F
- 28°F to -13°F
- 26°F to -16°F
- 28°F to -13°F
- 30°F to -9°F



88165



78165



88652



78652



88162



88161



78082



68010




The first temperature in the range indicates "light to moderate activity", such as walking slowly.



The second temperature in the range indicates "moderate activity", such as walking quickly or jogging slowly.

\*UTK temperature ranges are provided as a guideline only due to the variables contributing to each person's response to cold








# Ash City: 60% Off Sample Kit



## 2012 SPRING SAMPLE KIT MENU SAVE 60%

\*See reverse for order form

All NET pricing shown in US dollars. No additional discounts or promotions applicable. Subject to change without notice.

 <p><b>KIT 1</b> Regular \$67.85 <b>60% OFF \$27.14</b></p>	 <p><b>KIT 2</b> Regular \$73.85 <b>60% OFF \$29.54</b></p>	 <p><b>KIT 3</b> Regular \$76.85 <b>60% OFF \$30.74</b></p>	 <p><b>KIT 4</b> Regular \$76.85 <b>60% OFF \$30.74</b></p>	
 <p><b>KIT 5</b> Regular \$104.75 <b>60% OFF \$41.90</b></p>	 <p>Scan here to find out more about the amazing features of our <b>coollogik</b> Technology.</p>	 <p><b>KIT 6</b> Regular \$104.75 <b>60% OFF \$41.90</b></p>		
 <p><b>KIT 7</b> Regular \$87.90 <b>60% OFF \$35.16</b></p>	 <p><b>KIT 8</b> Regular \$87.90 <b>60% OFF \$35.16</b></p>	 <p><b>KIT 9</b> Regular \$64.90 <b>60% OFF \$25.96</b></p>	 <p><b>KIT 10</b> Regular \$82.90 <b>60% OFF \$33.16</b></p>	 <p><b>KIT 11</b> Regular \$82.90 <b>60% OFF \$33.16</b></p>

# Ashley Quarella, Admints & Zagabor



*CONTACT:*

[ashley@admints.com](mailto:ashley@admints.com)

[www.admints.com](http://www.admints.com)

(856) 931-7300

# Admints & Zagabor

## NEW ZAGABOXES



## New Specialty Mint Tins



# Rebecca Kollman, AIA



*CONTACT:*

[rkollmann@  
aiacorporation.com](mailto:rkollmann@aiacorporation.com)

[www.aiacorporation.com](http://www.aiacorporation.com)  
800.460.7836  
ext. 3808

# AIA - A Community Of Professionals Geared For Growth

- ◉ **AIA is different.** We understand you are different; you are an individual - respect for you and your business is top priority. Find out more by contacting AIA today!

[www.aiacorporation.com](http://www.aiacorporation.com)

- ◉ **AIA Provides:**
  - Financial services
  - Supplier Relations Services
  - Back office services
  - Sales and Marketing services
  - Business Support Services

# Selling Smarter Strategies

- ◉ Contact current customers with ideas from today. Offer a free marketing check-up.
- ◉ Samples help sell. Whose logo would look good on a sample of these products?
- ◉ Have an ongoing referral strategy: What product would make a great gift for referral?
- ◉ Be invaluable. Know what matters most to your customers and provide it.
- ◉ Focus on profitable and growing markets.
- ◉ Invest in your success. Always be learning.

# Thank You from Rosalie Marcus



- o Promo Biz Coach™ Rosalie Marcus, is the creator of The FAST TRACK to Making Money in Promotional Products Sales and the Women Selling Smarter Sales Training Program.

## SPECIAL OFFER

Send an email to me with your favorite idea from this presentation and get a special coupon for \$50.00 savings off any Promo Biz Coach Product. Hurry this is a limited time offer.

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