



Aggressive Selling

Success Story* #31 Summary:

Increase Sales Through Store Relationships

- **Sales Increase by over \$1 million dollars per year**
- **Sales Increase averaging 100 pallets per month**

REPS has been servicing the world's leading manufacturer of high-performance alkaline batteries for over 10 years. Through hard work and dedication REPS has helped this company remain the market share leader in batteries at Wal-Mart. Part of this success can be attributed to REPS' ability to drive incremental sales for all promotions. One of our best successes can be attributed to our ability to manually order pallets at store level.

REPS personnel gain individual store orders averaging 100 pallets per month in Wal-Mart. This equals over a million dollars in added revenue annually. By servicing batteries on a weekly basis, REPS has been able to develop rapport with store management and maintain in store relationships that have helped when seeking purchase orders for additional inventory.

*** Please Note:** Percentages and dollars are approximations of estimated benefits for illustration purposes only. Each client situation is unique and this is not intended as a guarantee of a specific outcome. Company names, names of individuals, financial and other details may have been changed in order to protect client confidentiality. Please contact us for details and a client contact for verification prior to making a decision based on success story information. **For more information, contact Tom Ingram at 972-394-5736 or tom.ingram@handleman.com**