



TEN WAYS TO INCREASE SALES

1. Grow with current accounts
2. Make sure you are doing everything to capture as much business as possible from current accounts. *Ask them for more business.*
3. Create a faxing campaign for new accounts
4. Create a mail campaign for new accounts
5. Offer special introductory packages with cost savings
6. Offer special incentives to your sales people
7. Make sure you are selling all of your finished goods
8. Visit the accounts with your sales persons
9. Conduct a customer survey to find out what it will take to grow with current accounts
10. *Want the business!* Be aggressive; quote quickly and quote to win. Make it difficult for the customer to look you in the eye and say no.

Stonewood Corporate Center
W175N11117 Suite 202
Stonewood Drive
Germantown, WI 53022

Dan Beaulieu, CME, CSE
Don Dawson

Tel: 262.250.9653
Fax: 262.250.0562
e-mail: dbmpcb@aol.com
www.dbmpcb.com