



## Tabasco Dealer Orientation Agenda

Hotel accommodations at the Green Hills Hampton Inn and Suites will be provided on Friday and Saturday nights. Our office, restaurants and a large shopping mall are close by. Casual dress is recommended.

### Day One: Arrive in Nashville by 4 PM.

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|---------------|-------|--|
| 12-pm-4:00 PM | ..... | Check in hotel. Call Frank Burks – 931-260-7074.   |
| 4:00-----     | ..... | Meet Frank Burks at hotel front desk.  |
| 4:00-6:00     | ..... | Meet with Don Cunningham and Frank Burks at SpecMark office. We will get to know each other better and spend the afternoon and dinner discussing the program and any questions you may have about the business and SpecMark. |
| 6:00-until--- | ..... | Dinner with Frank Burks and Don Cunningham   |

### Day Two:

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|---------------|-------|---|
| 6:30-8:45 AM  | ..... | Breakfast served in hotel lobby                                     |
| 9:00----      | ..... | Meet at SpecMark Office   |
| 9:15- 10:00   | ..... | Program Overview  |
| 10:00-10:15   | ..... | Setting up your business structure.                                 |
| 10:15-10:45   | ..... | Retail Location criteria  |
| 10:45-11:00   | ..... | Break   |
| 10:45- 11:15  | ..... | Guaranteed sale.... How and why it works                            |
| 11:15-11:30   | ..... | Setting up your first retail accounts provided by SpecMark          |
| 11:30-Noon    | ..... | Inventory Control and Management Pricing                            |
| Noon-1:15     | ..... | Lunch - Provided by SpecMark  |
| 1:15-2:15     | ..... | Getting started: receiving inventory, bookkeeping, receipts         |
| 2:15-2:45     | ..... | Placing orders, payment for product, shipping and receiving orders. |
| 2:45-3:00     | ..... | Display Setup Demonstration   |
| 3:00-3:30     | ..... | Question and Answer Session   |
| 3:30-until--- | ..... | Additional help with whatever may be required                       |

**SpecMark will continue providing support for as long as you own the business. You may call or email our Support Center anytime you need help.**