

## **SPECIALTY MARKETING SYSTEMS ORIENTATION**

Orientations are conducted on any day of the week including weekends by appointment only. Your hotel room will be provided for two nights. The hotel is conveniently located across the street from our office.

### **Day One:**

Arrive in Nashville.

2-pm-4pm .....Check in hotel.

4-pm..... Meet SMS representative at hotel front desk.

4-6pm.....Visit office. Meet Don Cunningham and Frank Burks

6-pm.....Dinner with Frank Burks and Don Cunningham

### **Day Two:**

9:00-9:30 Welcome

9:30-10:00 Program Overview

10:00-10:15 Setting up your business

10:15-10:30 Locations

10:30-11:00 Consignment – why it works

11:00-11:15 Break

11:15-11:30 Setting up your first five accounts

11:30-12:00 Inventory Control and Management & Pricing

12:00-1:15 Lunch—Provided by SMS

1:15-1:30 Getting Started—you receive your products

1:30-2:15 Business Setup & Use of Business Forms

2:15-2:45 Placing Orders, Payment for Product, Shipping and Receiving Orders

2:45-3:00 Display Setup Demonstration

3:00-3:30 Bookkeeping & Business Relationship

3:30-3:45 Question and Answer Section

3:45-4:00 Closing Remarks

4:00-Until Time for additional help or remaining questions you may have