

2016



FISHING FOR LEADS

AND NEW BUSINESS OPPORTUNITIES



DIFFERENT \$TROKES . . .
"FOUR" DIFFERENT FOLKS

THE WINNERS CIRCLE



JUST ANOTHER DAY AT THE RACES





A \$200.00 Value

Eight (8) Account Introductions or Joint Sales Calls Made

- Bona Fide New Business Opportunity
- Cross-Reference Conversion Proposition made
- New Project / BOM Submittal made & validated
- Confirm a Qualified Specification has been created

Awards are All-Inclusive

- Point Loma Fishing Trip – September 2016
- Palm Desert Golf / SPA Package – October 2016
- Santa Anita Day at the Races – November 2016

Multiple Awards May Be Earned and Are Fully Transferrable

Automatic Winners

For new business that results in \$25,000.00 or more in sales

- Subject to Review and Approval of Blanchard Associates
- Winners also receive entry into Year End Bonus Drawing
- Special Recognition and Honorarium by Manufacturer

Limited to (1) Entry PP for each \$25k+ order received

