

# Donuts & A Demo ::::: Cookies & Questions

See how the Library can assist in presenting your products.

Here is how it works...

The Sales Rep brings product samples and information to the prospect's office and will be available during the morning, or afternoon break. No formal presentation is given, which will give anyone interested in your products a chance to stop and talk in a more relaxed setting. The Rep should be available for about one hour and will supply Donuts for the Break.

## Benefits for Sales Rep:

- More focused, talk only to those truly interested.
- More relaxed, can ask questions, one on one.
- Easier on the Rep, less setup.
- Less cost, Donuts cost less than Box Lunches.

## Benefits for Prospect:

- Does not require the entire staff to be present
- Far less disruptive to your work day.
- Questions can be addressed in a more efficient manner.

Here is the best part of this program. The Library can book your Demos, in same manner they do Box Lunches. A list will be faxed out every ninety days. Let us be your booking agent, while you sell product.

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Yes, I want to participate in this program

Email form to: [louise@thereferencelibrary.com](mailto:louise@thereferencelibrary.com) or [jill@thereferencelibrary.com](mailto:jill@thereferencelibrary.com)

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