**Fashion Jewelry**

Takobia is a fashion jewelry line selling to boutique, gift, and related markets.
* Retails for $20-$30.
* High commission, fast shipping, website & catalog.
* Seeking motivated road reps in various territories. See our line at www.takobia.com.
Contact: Simeon 203-800-2020 email. repinfo@takobia.com

**Gift- Souvenir- Jewelry**

MONTANA ARTISTIC IMPRESSIONS
30 year old company in souvenir, gift, jewelry, resort/ tourist, name programs!

www.maiwholesale.com

Seeking reps: some Northwest states, New England and various individual states.
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Karen Mazzola 949-285-9284 kmazzola@uamr.com

**Tradition And Beyond** requires experienced commission-only sales representatives in several territories for our sterling silver jewelry with semi-precious stones. Targeting jewelry stores, boutiques, fashion galleries, casinos, resorts, hotels, gift shops, cruise gift shops, souvenir shops, museum gift shops, gallery gift shops and departmental stores.

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See our line at https://traditionandbeyond.com.
Contact: Raddheka Goel, email radhika_goel@traditionandbeyond.com. No phone calls please.
**Bedding- Linens**

**Prince NY USA**, a manufacturer of fine bedding, sheets, linens, towels, is looking for reps.

Please view: [www.princenyusa.com](http://www.princenyusa.com)

Contact person:
Khaled Nawaly, CEO
917-903-8932
nawaly@princenyusa.com

**Party Supplies**

HTW Supply Network is looking for reps - party supplies, gifts, Amazon, Party City, Hobby Lobby, Target, Walmart, etc. Have factories in China.

*John Wang will contact you for possible representation.*

His contact info:
HTW Supply Chain Network
Oak Brook, IL
315-706-1060

johnwang@htwscn.com

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www.supremeparty.com
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June 2018
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**Kitchen-Gourmet**

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Lip Balms, Sunscreen, Jewelry. Sells now in many key accounts

General Gift, Health & Beauty, Jewelry, Licensed Products, Novelties

Want reps who call on: Mom & Pops, additional Key Accounts, small chains, surf, pharmacies, supermarkets (Key accounts & independents), etc.

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Keys to Massive Sales Success

by John Chapin

I was recently speaking with an extremely successful executive (he asked to remain anonymous) who is known for being able to walk into an organization, clear away all the clutter and b.s., and make them extremely successful. He boiled his process down to four keys which can also be applied to successful selling.

Four keys to sales success

Key #1: Simplicity

The formula for success in sales really is simple. It comes down to talking to enough of the right people the right way. That means talking to plenty of qualified prospects and having the skills necessary to find a problem, solve the problem, and getting them to take action on the solution.

Where people complicate the issue is when they start looking for the shortcuts, the simpler, easier way. There isn’t one. Hiding behind social media, e-mail, and reactive marketing will never take the place of in-person calls and phone calls. Set your annual, monthly, and weekly goals, and then calculate your daily activity (how many people you need to talk to). From there, practice and prepare for all sales situations and scenarios. Finally, get out there and make the contacts necessary. As a salesperson, producer, agent, or whatever you call yourself, your first job is to sell. Everything else is just a distraction. Simple.

Key #2: Innovation

Innovation is all about value and standing out from the rest of the pack. How do you deliver more, how are you better, and how are you different in a good way? Just as important, how can you deliver more, how can you be better, and how can you be different in a good way? Where are you, your company, and your product truly unique and how can you further adapt, change, improve, and stand out (deliver more value)?

Of course this begins with you. You are the one thing the competition does not have. If you are willing to out-service, out-work, and out-relationship the competition, you will stand out. How can you personally deliver more value? It can start with handwritten thank-you notes and gifts to let people know they are appreciated. It can include adding products and services, or augmenting them. You can also add hours of operation, be more responsive, or add features such as home delivery. You’re looking for anything that enhances and improves the client experience. Anything that better meets the needs, wants, and desires of the client.

Innovation also means not resting on your laurels and realizing that what has made you successful thus far, may not be what makes you successful in the future. This is challenging the old rule of “If it isn’t broken, don’t fix it”, by improving further on what already works. It’s refusing to say, “This is the way we’ve always done it” and “That’s good enough.” It’s asking questions like, “How can we bring something completely new to the industry?” “How can we turn the standard way of doing business on its ear?” “How can we reinvent the wheel and make it better?” Bottom line: what can you do to further standout and deliver more value?

Key #3: Passion

Successful people at the highest levels are the most passionate about what they are doing. For many, their work is not work, it’s love, they’d do it for free. Passion is all about the personal WHY. It is the deep-rooted reason you work crazy hours, persist through failure after failure, and keep getting up no matter how many times you get knocked down. Ideally that passion comes from helping clients, a strong belief that people want and need your product, and enthusiasm about the personal life that sales allows you to live.

For most people, the personal why is the strongest. This usually includes either proving something to yourself and others, acquiring money and possessions that give you feelings of fulfillment and help you reach your highest life values such as freedom, helping and contributing to the important people in your life such as your kids, parents, and friends, or a combination of all three. In many older clients I’ve also seen a passion to get out and help new customers knowing that their years of experience put them in a unique position to “save” others. Still other people may have a passion for meeting new people and making new friends. Others have such a belief in their product they seem to have a save-the-world mentality.
Whatever your passion is, it is the fuel that will drive you and keep you going. If strong enough, it will get you up early, keep you up late, and give you tons of energy. In order to find it you have to ask yourself what’s important to you in life. What will you fight for or die for? What are your most important values? What do you care most about? Once you know what those deep, emotional drivers are, the next step is to tie those to going out and selling your product or service.

**Key #4: Execution**

This is all about taking action. Getting out there and doing what needs to be done. Nike. “Just do it.” Once you know what you want to do and why you’re doing it, put a quick plan together and take action on it. Don’t make it a big complicated plan, again, think simple. Then execute on the plan as soon as possible. Don’t worry about it being perfect either. Just take action and then course correct as you go. Generally speaking, the more action you take, the faster you’ll get to success.

John Chapin is a motivational sales speaker and trainer. For his free newsletter, or to have him speak at your next event, go to: [www.completeselling.com](http://www.completeselling.com) John has over 29 years of sales experience as a number one sales rep and is the author of the 2010 sales book of the year: *Sales Encyclopedia*. You can reprint provided you keep contact information in place. E-mail: johnchapin@completeselling.com

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* Contact qualified reps on your behalf/ explain your product/ biography/history
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* UAMR Confidential Bulletin – complimentary advertising- ½ half page

How?

* Manufacturer provides us with professional brochures/ catalogs/ price lists with terms/ samples
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$3,600/ 3 months:
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Includes Canada & Mexico)

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Card number __________________________________________ Exp. Date: ________
Signature: ________________________________

Please fill out the information below. We will create your rep profile from this data.

Application Form For Manufacturers’ Reps

Company: ______________________________________________ Date: _______________
Address: ______________________________________________ Contact Person: ______________
City/State/Zip: ________________________________________ Year Established: _______________
Phone: ____________________________________________ Fax: ________________________________
E-mail: ____________________________________________ Website: ____________________________

# Salespeople: ___ Showroom: Yes ___ No __ # Showroom Personnel: ______ Receive Bulletin via Email

Trade Shows: (shows in which our company participates; permanent or temporary)

Types of Products Represented: ______________________________________________________________________________
________________________________________________________________________________________________________
________________________________________________________________________________________________________

Types of Accounts Serviced: (also attach Accounts Serviced Sheet)
________________________________________________________________________________________________________
________________________________________________________________________________________________________

 Territories: ______________________________________________________________________________________________

Provide any additional rep company profile information
Trade Shows 2018

Upcoming trade shows and dates. For further information contact each directly.

May 2018

May 6-10 Chicago, IL. Lightfair International. McCormick Place. www.lightfair.com

May 8-10. Las Vegas, NV. National Hardware Show. Las Vegas Convention Center. www.nationalhardwareshow.com

May 8-18. Atlanta, GA. Coverings. GA World Congress. www.coverings.com


June 2018


July 2018


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$120/ month: $240 for 3 months

3” x 2 1/4” Display Ad
$156/ month: $312 for 3 months

3” x 3” Display Ad
$188/ month: $376 for 3 months

Rates:

2" Display Ad (2" x 2 1/4")  $120/ one month  $240/ 3 months
3" Display Ad (3" x 2 1/4")  $156/ one month  $312/ 3 months
3" x 3"  $188 / one month  $376 / 3 months
4" x 4"  $240 / one month  $480 / 3 months
1/2 page $400 / one month  $700 / 3 months  full page $950/ one month $2850/ 3 months

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Display Style size: ___ 2” x 2 1/4” ___ 3” x 2 1/4” ___ 3” x 3” ___ 4” x 4” ___ half page ___ full page

Ad to run: ___ 1 month ___ 3 month special (pay for 2 months get 3rd month free)

Place ad under the following category: ____________________________________________

Order must be accompanied by full prepayment.

Company_____________________________________________________________________

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Street/ P.O. Box City State/Prov. Zip/ Post Code

Telephone # __________________ Fax: ________________________________

Payment Method:

Check #________________________ in the amount of $____________ payable to UAMR. ___ Visa ___ MasterCard

Account # ____________________________ expiration date __________________________

Signature: __________________________________ Date: ______________________________
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**Foreign UAMR Membership Dues** $175
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Card number __________________________________________ Exp. Date: ________

Signature: __________________________________________

Please fill out the information below. We will create your rep profile from this data.

**Application Form For Manufacturers’ Reps**

Company: ___________________________________________ Date: _______________

Address: ___________________________________________ Contact Person: _______________

City/State/Zip: ___________________________ Year Established: _______________

Phone: ___________________________ Fax: ___________________________

E-mail: ___________________________ Website: ___________________________

# Salespeople: ___ Showroom: Yes __ No __ # Showroom Personnel: ______ Receive Bulletin via Email

*Trade Shows:* (shows in which our company participates; permanent or temporary)

*Types of Products Represented:*

______________________________________________________________________________
______________________________________________________________________________
______________________________________________________________________________

*Types of Accounts Serviced:* *(also attach Accounts Serviced Sheet)*

______________________________________________________________________________
______________________________________________________________________________
______________________________________________________________________________

Territories: ________________________________________________

Provide any additional rep company profile information
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* **TORRE & TAGUS DESIGNS (UAMR Consulting Program)** Richmond BC Canada  **Products:** Home Decor, Accessories, Furniture  **Contact:** Karen Mazzola 949-285-9284 kmazzola@uamr.com  **Reps Wanted:** souvenirs & gifts  **Territories:** many prime territories available

* **MONTANA ARTISTIC IMPRESSIONS, INC. (UAMR Consulting Program)** Hamilton, MT  **Products:** Souvenirs, Gifts, Housewares, Hardware, Outdoors  **Contact:** view www.maiwholesale.com Karen Mazzola 949-285-9284 kmazzola@uamr.com  **Reps Wanted:** home decor & gift stores, furniture stores, florists, designers, museums, wineries, garden centers, corporate  **Territories:** many prime territories available

* **AMERICANA SOUL CORPORATION/ DBA RANCH CRAFT ORIGINALS.** City of Industry, CA  **Products:** All kinds and varieties; bags, active sports shoes and blank imprintable sportswear  **Contact:** Nick. 626-336-7878. specien@gmail.com  **Reps Wanted:** Home decor & Gift stores, furniture stores, florists, designers, museums, wineries, garden centers, corporate  **Territories:** nationwide

* **VIC WEST IMPORTERS, LTD CO.** Austin, TX  **Products:** Consumer Pesticides  **Contact:** Nick Olynyic. 888-698-6463 X 642 Nick@vicwestimporters.com  **Reps Wanted:** Farm, Hardware, Lawn & Garden  **Territories:** many prime territories available

* **FOMI CARE** Long Island City, NY  **Products:** Back, Neck Aid Products  **Contact:** Jonathan Neuman. 917-444-2147 jneuman@healthsupplyamerica.com  **Reps Wanted:** Pharmacy, Beauty, Sports & Outdoor, Home  **Territories:** many prime territories available

* **AMITA NAITHANI (UAMR Consulting Program)** New York, NY  **Products:** Swim Coverups, Swimwear & Occasionwear  **Contact:** Karen Mazzola UAMR 949-285-9284 kmazzola@uamr.com  **Reps Wanted:** Swimwear, boutiques, department stores, resorts, country clubs  **Territories:** West Coast, MidAtlantic, New England, Midwest, Great Lakes, Canada, Australia, Europe

* **HTW SUPPLY CHAIN NETWORK** Oak Park, IL  **Products:** Party Supplies  **Contact:** John Wang. 315-706-1060 johnwang@htwscn.com  **Reps Wanted:** Party Supplies, Amazon, Party City, Hobby Lobby, Target, Walmart  **Territories:** many prime territories available

* **PIERRE BEAUVAIS A/S** Copenhagen  **Products:** Personal care products  **Contact:** Pierre Beauvais. +45-70222002 mail@pierrebeauvais.com  **Reps Wanted:** military PX, health & beauty, gun shops, outdoor, army shops, hunting, fishing, sporting goods, Theme Parks, Travel Center/Truck Stops.  **Territories:** USA, Australia, Caribbean, Europe, U K, South America, Canada.

* **DESIGN ACCENTS, LLC** Duluth, GA  **Products:** Designer Decorative Pillow, Luxury Towels, Silverware, Bone Enlay Photo Frames & Boxes  **Contact:** Shalini Kakar. 201-660-2446 designaccentsllc@yahoo.com  **Reps Wanted:** big box retailers, discounters, furniture stores  **Territories:** nationwide, Canada, South America

* **DESERT2DESERT** Brooklyn, NY  **Products:** Sunscreen Applicator  **Contact:** Breana Murphy. 631-334-7928 breana@desert2desert.com www.my-cabanaboyp.com  **Reps Wanted:** resort, cruise, country clubs, pools, tanning salons, waterparks, spa, beach shops.  **Territories:** USA, Australia, Caribbean, Europe, U K, South America, Canada.

* **PRINCE NY USA** New York, NY  **Products:** Wholesale factory manufacturing bed linen & towel products  **Contact:** Khaled Nawaly. 917-903-8932. nawaly@princenyusa.com  **Reps Wanted:** textile, home furnishings, linens and towels.  **Territories:** many prime territories available

* **STICK QUIK (UAMR Consulting Program)** Anaheim, CA  **Products:** Magnetic Organizers  **Contact:** Karen Mazzola UAMR 949-481-5214 kmazzola@uamr.com  **Reps Wanted:** Hardware, Home Depot, Bed, Bath & Beyond, great for almost any account  **Territories:** Nationwide

* **RAINMAKER ACCESSORIES, INC.** Jacksonville, AR  **Products:** Fashion Accessories  **Contact:** Jim Stripling. 501-982-9362 fax: 501-982-4082 tecjns1@aol.com  **Reps Wanted:** Casinos, Gift, Fashion, Sunglasses, Theme Parks, etc.  **Territories:** many prime territories available
UAMR Consulting Program -
the program that successfully brings productive reps to your company.
Some of the manufacturers who participate:

* Earth-Kind, Inc.
* Foster Grant
* Rand McNally
* The Greeting Pen Co.
* Casio Watch Co.
* Hoover
* Maytag
* Sylvania
* Presto Tape
* Roofers’ World
* Kitchen Center by TCC
* L & W Stone
* Rainbow
* Peppermill Supreme
* Crislu
* Michou
* Magnet America
* Perfect Synergy
* Hestra Glove
* Arthur Lauer, Inc.
* Komet Creations
* Big Sky Publishing

Many others in all fields of consumer goods. Within this program, UAMR does the work in helping recruit reps - personal contacts, follow-up and setting up territories. Let UAMR help put your national rep network together! Contact: 949-285-9284 kmazzola@uamr.com; www.uamrconsulting.com