

Western & Central Region
Brent Maynard

2014 Territory Travel

Advise of conflicts immediately, otherwise add to your calendars.

DATE	LOCATION	HARDWARE SALES REP	SECURITY SALES REP
January 19-24	Washington/Oregon	D.W. Fellow	PSR-Northwest
February 3-7	Oklahoma City/Tulsa	SSG Texas	R2 Associates
February 17-21	Las Vegas	The Z Group	
March 10-15	Central Valley	Pacific Architectural Marketing	PSR North
March 16-21	Sacramento	Pacific Architectural Marketing	PSR North
April 7-11	Louisville	Barrett Group	PMA Marketing, Inc.
April 28-May 1	Austin/San Antonio	SSG Texas	R2 Associates
May 12-16	Chicago	Sullivan Agency	P.J. Schuch & Associates
June 4-8	Cincinnati/Indianapolis	Barrett Group	PMA Marketing, Inc.
July 14-19	Cleveland/Pittsburgh	Barrett Group	PMA Marketing, Inc.
July 27-August 1	Kansas City	New Hire	Ultimate Security Products
August 11-15	Dallas	SSG Texas	R2 Associates
September 22-26	Memphis/Little Rock	SSG Texas	R2 Associates
October 27-31	Denver	Claire H. Cusick Co., Inc.	PSR-Rockies
November 10-14	Houston	SSG Texas	R2 Associates
December 1-5	Phoenix	The Z Group	PSR

REQUIRED:

1. Advanced Effort
2. Develop geographic plan to maximize number of calls per day
3. Create strategy for each account
 - Have knowledge of their business
 - Request product sales reports from SDC

TYPICAL EXCUSE:

"Customer will only commit to an appointment one week in advance."
Leverage your relationship to establish tentative appointments early.
New products open doors...use them!