

Eastern Region
Dwayne Johnson

2014 Territory Travel

Dwayne will contact representatives within his region directly to schedule travel for the balance of the year

Advise of conflicts immediately, otherwise add to your calendars.

DATE	LOCATION	HARDWARE SALES REP	SECURITY SALES REP
January 13-17	Orlando/Jacksonville	SBS Associates	Southeast Security Products
January 20-24	Pennsylvania/Delaware	Jester Associates	Midlantic Marketing, LLC
January 27-31	Mississippi/Tennessee	Bowen Sales, Inc.	R2 Associates
February 10-14	Boston/New Jersey		Mid-Atlantic Rep North
February 25-28	New England/VT/NH/MA	Hardware Services, Inc.	Mid-Atlantic Rep North
March 17-21	Southern Florida	SBS Associates	Southeast Security Products
March 24-28	North/South Carolina	D.H. Bruch Marketing	Southeast Security Products
April 7-11	New York/New Jersey	Architectural Openings	Mid-Atlantic Rep
April 21-25	Georgia/Alabama	Bowen Sales, Inc.	Southeast Security Products
April 28-May 2	Central Florida	SBS Associates	Southeast Security Products
May 12-16	PA/DE/S. New Jersey	Jester Associates	Midlantic Marketing, LLC
May 20-23	New York/New Jersey Metro	Architectural Openings	Mid-Atlantic Rep
June 2-6	New England/VT/NH/MA	Hardware Services, Inc.	Mid-Atlantic Rep North
June 9-13	Southern Florida	SBS Associates	Southeast Security Products
June 16-20	Upstate NY	Lou Bottino Sales	Mid-Atlantic Rep Upstate
June 23-27	Southern Virginia	Frazier Commercial Sales	Mid-Atlantic Rep South

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!***