



Sales meeting

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May Results



- Sales report presentation
- Sales analysis
- Summer sales event
- Product of the month
- What's new?
- Sales award
- Just desserts!

Sales Report

- Review of April results
- May report
 - Jill Shrader

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Monthly Analysis

- Monthly sales
 - Variance from April
 - Variances from prior years
- Individual product line analysis
 - Big sellers/losers

Summer Sales Event

- Warehouse sale
- Deeper discounts
- Free delivery
- What to include?

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Product of the Month

- Bamboo inventory
 - Sales
 - Expectation for next month/quarter
 - Summer sales event?
 - Expand or reduce product line?



Bamboo Product Line

Product	Inventory	May Sales	YTD
Planters	108	27	54
End tables	29	8	14
Trays	75	20	46
Stackable boxes	40	10	22



WHAT'S NEW?

- Buyers' report
- What's the next trend?
- Gearing up for fall

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- Top salesperson award goes to.....
- Post-meeting dessert time!

