

DEALER SHOW PREPARATION CHECKLIST



CHECKLIST / TIMELINE / GUIDELINE

A little preparation before the show...

- Register all attendees for credentials, www.Insdistributionevents.com – Register ASAP!
- Check your inventory 45 days out
- Review a list of all early buy offerings 45 days out
- Review last year purchases report 30 days out
 - ✓ Review prior year purchases to identify high volume items
- Review a copy of last years show order 30 days out
- Run your own purchase history 30 days out
- Identify all high volume items 21 days out
- Make a list of Gold Sponsor Vendors 10 days out
 - ✓ Place your orders to increase your chances to win a Free Trip
- Make a list of all Sea Value items 10 days out
- Begin entering your preshow order 10 days out
 - ✓ Pre-order shop supplies, staple items, safety equipment to allow more time to look at new products.
 - ✓ Make sure to order cash back items (increase your margins!)
- Complete your preshow order 5 days out

...Allows for a more complete experience at the show.

Need assistance?

Contact your sales representative or customer service at:

US:

800.243.9303 or 800.432.7652.
Option 4 for RV sales

Canada:

800.959.5926 or 800.663.7483

International / LAC:

954.744.3500

Show information:

www.Insdistributionevents.com

PRE-WRITE AS MUCH AS POSSIBLE - examples of Marine & RV product categories

- | | | |
|---|---|---|
| <ul style="list-style-type: none"> <input type="radio"/> A/C's - RV & Marine <input type="radio"/> AK-1's <input type="radio"/> Anchors <input type="radio"/> Appliances - RV & Marine <input type="radio"/> Awnings & Accessories <input type="radio"/> Battery Boxes & Switches <input type="radio"/> Bilge Pumps <input type="radio"/> Boat Covers & Bimini Tops <input type="radio"/> Campware <input type="radio"/> Carriers & Covers <input type="radio"/> Cleaners & Waxes <input type="radio"/> Dock & Anchor Lines <input type="radio"/> Electrical <input type="radio"/> Electronics - RV & Marine <input type="radio"/> Fasteners <input type="radio"/> Fenders <input type="radio"/> FiberGlass Repair | <ul style="list-style-type: none"> <input type="radio"/> Fuel Filters <input type="radio"/> Fuel Tanks & Accessories <input type="radio"/> Furniture <input type="radio"/> Generators <input type="radio"/> Hardware <input type="radio"/> Hose <input type="radio"/> Instruments <input type="radio"/> LP Gas <input type="radio"/> Lighting <input type="radio"/> Oils & Lubricants <input type="radio"/> Paints & Supplies <input type="radio"/> Plumbing - RV & Marine <input type="radio"/> Power Protection <input type="radio"/> Propellers - Early Order <input type="radio"/> Quicksilver <input type="radio"/> Resins & Epoxies <input type="radio"/> Roofing & Sealants | <ul style="list-style-type: none"> <input type="radio"/> Rope <input type="radio"/> Sandpaper <input type="radio"/> Seating <input type="radio"/> Service Parts <input type="radio"/> Shore Power <input type="radio"/> Sierra Supply <input type="radio"/> Solar <input type="radio"/> Spark Plugs <input type="radio"/> Steering & Controls <input type="radio"/> Steps & Tiedowns <input type="radio"/> Towing & Trailing <input type="radio"/> Vents & Hardware <input type="radio"/> Watersports <input type="radio"/> Wire & Connectors <input type="radio"/> Zincs / Anodes |
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PREPARE IN ADVANCE!

Come join us for the largest Marine and RV shows in the nation.

Register at www.Insdistributionevents.com today!