

# DEALER SHOW PREPARATION CHECKLIST



## CHECKLIST / TIMELINE / GUIDELINE

### A little preparation before the show...

- Register all attendees for credentials, [www.Insdistributionevents.com](http://www.Insdistributionevents.com) – Register ASAP!
- Check your inventory 45 days out
- Request a list of all early buy offerings from your sales person 45 days out
- Request last year purchases from your sales person 30 days out
  - ✓ *Review prior year purchases to identify high volume items*
- Request a copy of last years show order from your sales person 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
  - ✓ *Place your orders to increase your chances to win a Free Trip* 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

### Need assistance?

Contact your sales representative or customer service at:

#### US:

800.243.9303 or 800.432.7652.

#### Canada:

800.959.5926 or 800.663.7483

Show information:

[www.Insdistributionevents.com](http://www.Insdistributionevents.com)

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

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

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