

AGENDA

all times are in PST



Day 1 - Tuesday April 4th

Home Goods Workshop

6:30am- 7:00am

Opening Remarks

7:00am- 8:00am

Units/Serial numbers

---BREAK---

8:15am - 9:15am

Keeping your pricing up to date

---BREAK---

9:30am - 10:30

Sell Through Allowances

10:30am - 11:00am

Short Question and Answer

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Day 2 - April 11th

Home Goods Workshop

6:30am - 7:00am

Opening Remarks

7:00am- 8:00am

**Floor Tags & Showroom Stock
Management**

---BREAK---

8:15- 9:15

Adding Detail to your Sales Process

---BREAK---

9:30am- 10:30am

Ordering Best Practises

10:30am- 11:00am

Question & Answer

AGENDA

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Day 3 - April 18th

Home Goods Workshop

6:30am - 7:00am

Opening Remarks

7:00am- 8:00am

**How to track and
schedule deliveries**

---BREAK---

8:15- 9:15

**How to Deal with
Partially Shipped Orders**

---BREAK---

9:30am- 10:30am

**Managing Commissions &
Reporting**

10:30am - 11:00am

Question and Answer

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Day 4 - April 25th

Home Goods Workshop

6:30am - 7:00am

Opening Remarks

7:00am- 8:00am

**Labour Tracking and
servicing units**

---BREAK---

8:15- 9:15

Product Returns & RMA

---BREAK---

9:30am- 11:00am

**Extended Question & Answer
Closing remarks**