

## **Today's Discussion Agenda**

Call me. Let's talk.

## **Problem:**

"We want More Customers ... But ... Advertising is NOT doing the job."

This situation poses 3 questions for the retailer:

- 1. How do we Sell More? --
  - Increase ad effectiveness.
  - Draw more customer-traffic into the store.
- 2. How do we Save on Costs? --
  - Find the hidden waste (ads that don't work).
  - Cut out cost of in-effective, low-profit ads.
  - Get more bang for your buck (higher ROI).
- 3. How do we Re-gain Control? --
  - Make advertising accountable and risk-free.
  - End the un-certainty and gamble.
  - Demand some sort of Guarantee on Results.

"I know that fully half of the money I spend on advertising is wasted. The problem is, I don't know which half!"

> -- John Wanamaker, Founder of the giant Wanamaker's department store in Philadelphia



The Customer Broker IS Your Solution.

"When you run low on customers, just call The Customer Broker and 'order' more."

This quotation is over a century old. Today, his "half" that is wasted is Over 83%!

Goal-2015/Client 2015/Confident 2015 Push-Pin Agenda 2015 09/24/15 07/22/15