

CONNECTIONS

Association News

Helping Sales Professionals To Sell More



Noted sales guru Gerry Layo argues that y salespeople. Helping your team improve th time on the right things, which involves app customers, products and sales activities.

Are your sales professionals spending too dealing with customer service issues that t sell or develop new business?

The following suggestions can help yo gre their time while improving their perform profitability.

- Establish priorities. Develop a gam that relates how they are to spend t expectations are for dollar volume, r closings and margins. One of DPH mandates that their sales profession company's private label product. W is the highest margin product line in guidelines or expectations for margi



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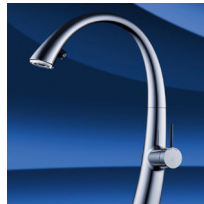
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NEWPORT BRASS

[Topex Design](#) has added Crocodile Leather to their Armadi Art Acqua Bath Vanity Collection! These stunning wall-hung vanities are wrapped in gorgeous faux leather and can withstand even the most demanding bathroom environments. The vanity shown is 36" with matte acrylic countertop and crocodile vessels.



[KWC](#) showcased the new ZOE Bath Collection at last month's 2016 Kitchen & Bath Industry Show (KBIS) in Las Vegas. The elegant, architecturally-distinctive ZOE Bath Collection includes three contemporary faucet options, bathtub spouts and shower valves that incorporate the latest innovations in water spa technology to transform any bath into an amazing shower and bath experience. The ZOE Bath Collection was designed by NOA Design Studio of Aachen, Germany, which also conceptualized the kitchen faucet. The ZOE Bath Collection's exceptional features include:



- Swivel spout that rotates 45 degrees in either direction from its center point. This makes it easier to rinse soap, toothpaste and the like from the basin without splashing the countertop and its surroundings.
- Easy to keep clean: Fewer interfaces and joints, as well as smooth transitions that create the faucet's various shapes, make the faucet easier to clean.
- Simple lever design: The pin lever near the base of the spout moves in three different directions to control flow with touchControl and temperature with hotControl. The latter is modulated by pulling the lever forward for colder water, or pushing it back for hot. These common-sense feature protect users - especially young children - from coming into contact with excessively hot water.
- Neoperl spray: The Neoperl aerator sprays a water-saving flow rate of 1.5 gallons per minute.

Sincerely,

Jim Babbitt
Decorative Plumbing and Hardware Association (DPHA)