



**LEADERS HOLDING CO.<sup>TM</sup>**

Est. 1971

## **Contract Sales 2.200 Review**

1. A contract sale has the following quantity discounts:
  - a. 12+
  - b. 20+
  - c. 50+
  - d. 100+
  - e. A,B, & C
2. Each vendor has a different quantity discount multiplier
  - a. True
  - b. False
3. We have the following type of contract accounts:
  - a. Executive
  - b. Salesperson
  - c. Split
  - d. House
  - e. B,C, & D
4. An umbrella and base count as 2 separate items.
  - a. True
  - b. False
5. The commercial warranty for each vendor is:
  - a. The same as the residential warranty
  - b. Vendor specific, but typically it is for a shorter duration
  - c. There is no warranty for contract sales
6. We can finance contract sales
  - a. True
  - b. False
7. The following are acceptable forms of payment:
  - a. Cash
  - b. Check
  - c. I.O.U.
  - d. Money Order
  - e. A,B, & D

8. The customer can pick up their order at the distribution center for no charge
- a. True
  - b. False
9. We offer the following types of delivery options:
- a. Curb-side delivery
  - b. Elite delivery by hovercraft
  - c. Set-up and delivery to one location
  - d. Set-up and delivery to multiple locations
  - e. A,C, & D
10. In order to be eligible to be tax exempt, an organization or business needs the following:
- a. Consumer's Certificate of Exemption
  - b. Business Card
  - c. Drivers License
  - d. Not work for the IRS

**Sales Associate Name:** \_\_\_\_\_

**Employee ID#:** \_\_\_\_\_