



**Why merchandise to the plan?** Accessories & Add-On items complete our presentation to the customer, increase foot traffic in our stores, create repeat customers and & increase our average sale. We are doing ourselves and our customers a disservice if we don't present the product in the best way possible, merchandising like items and pairing styles together appropriately to maximize our selling opportunity and enhance the customer's experience.

**What did we buy?** Furniture Covers in two different styles, special orders availability with each.

**Why did we buy?** To provide a good and better option of furniture cover, including different features with competitive price points

**How should I Show?** Furniture Cover Bags will be neatly displayed in provided plastic tote. Signage will follow with further instructions.



1. Place tote lid on the bottom of your Kokomo Wicker Trunk (GARD-6085,###)
2. Open the Ravenna Cushion and Cover Storage Bag (COVR-55-180)
3. Insert the storage tote (without lid) inside of the Storage Bag, bring up the sides of the bag to fully cover the storage
4. Re-position the Leader's tag on each cover to the top short side of plastic bag of each cover before filing the covers inside of the tote, label side up
5. Place all Ravenna covers on the left and all Terrazzo covers on the right. This will match the signage that will affix to the Trunk Lid
6. Remove one Ravenna Lounge Chair Cover (COVR-55-160) and one Terrazzo Lounge Chair Cover (COVR-59942) from the outer packaging, fold neatly with straps and elastic visible. We will mark these out of inventory to be used as samples to show and demonstrate with customers.
  - a. Place the Ravenna Lounge Chair Sample on the Left Side
  - b. Place the Terrazzo Lounge Chair Sample on the Right Side
7. Zip up your Cushion Storage Bag, close the trunk lid and place POP Easel on top of Trunk
8. Once Signage arrives for the Trunk Lid, we will revise the plan and send signage instructions.

## Classic Accessories Furniture Covers



All Stores will receive a single trunk's worth Covers.

Port Charlotte & Lakeland will receive enough covers for two trunks worth of Covers.



Sku Number	QTY	Short Description
COVR-55-144	2	High Back Dining Chair Cover, Ravenna Collection
COVR-55-149	1	Loveseat Cover, Ravenna Collection
COVR-55-151	1	Sofa Cover, Ravenna Collection
COVR-55-159	2	Umbrella Cover, Ravenna Collection
COVR-55-160	2	Lounge Chair Cover, Ravenna Collection
COVR-55-163	2	Wide Chaise Cover, Ravenna Collection
COVR-55-180	1	Cushion and Cover Storage Bag, Ravenna Collection
COVR-55-899	1	Deep Loveseat Cover, Terrazzo Collection
COVR-55-901	1	Deep Sofa Cover, Terrazzo Collection
COVR-55-990	1	Large Chaise Lounge Cover, Terrazzo Collection
COVR-59942	2	Lounge Chair Cover, Terrazzo Collection
COVR-58932	1	High Back Dining Chair Cover, Terrazzo Collection
COVR-58902	1	Umbrella Cover, Terrazzo Collection
COVR-58982	1	Cushion and Cover Storage Bag, Terrazzo Collection

Once you have broken out a single Lounge Chair Cushion for Ravenna & Terrazzo for display, please send a picture of your display to [stephanie.martin@leadersfurniture.com](mailto:stephanie.martin@leadersfurniture.com) for display confirmation, at which time we will remove the sample items out of your inventory.