



LEADERS HOLDING CO.™

Est. 1971

Pricing Levels

Leaders serves several different customer types in our Partner Program (3.10 Commercial Partner Program); Retail, Designer, Commercial. Pricing for qualified accounts are discounted. Discounts increase based on the volume the partner purchases. Discounted pricing structures need an approved customer record in order to quote or write a sales order at the discounted price.

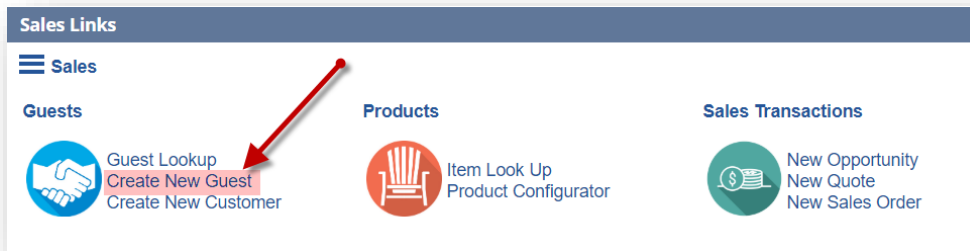
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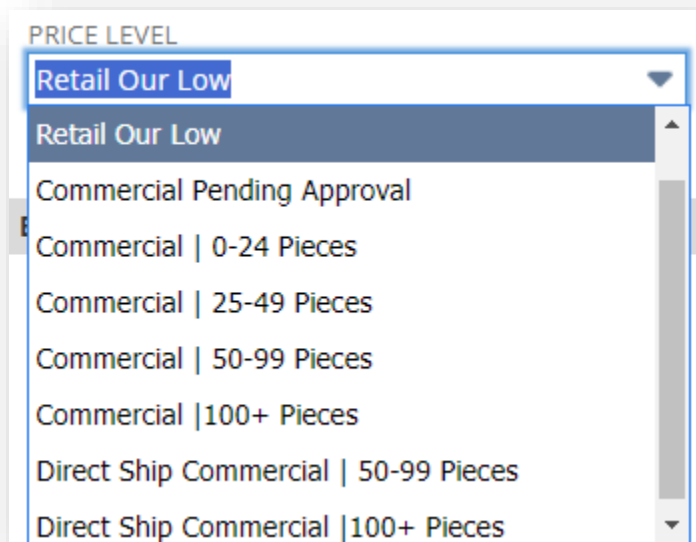
Pricing Level	Approval Required	Discounted	What type of customer?
Retail	No	Our everyday low price	Residential buyers, home owners' associations, hotels, country clubs, restaurants that buy less than 12 pieces.
Design Partner	Yes	Yes. The discount % varies by brand	Professional designers working for clients with a business license or resale certificate
Commercial Partner	Yes	Yes – Must be requested and approved	Home owners' associations, hotels, country clubs, restaurants & other businesses buyint our products for resale

Set Pricing Level & Get Approval

1. Create A New Guest



2. Select the Customer Type



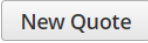
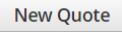
3. If Commercial or Direct Ship is selected, once the customer record is saved, an email will be sent to the Sales Leadership Team and an alert will be put on their NetSuite Dashboard to approve the customer record for discount pricing. Before the approval is processed the customer price level will be "Pending Approval" which is equal to retail our low.

Partner Pricing Approval

Follow the steps in Set Pricing Level in this section. Once you save the customer record it will automatically email an approval request to the Sales Leadership Team.

Quote Pricing

To quote the correct pricing level an opportunity:

1. Create a guest record with the correct pricing level and save it
 - a. If it is a designer or commercial discounted pricing the record will have to be approved by Sales Leadership before the pricing will quote at a discount.
 - b. If you create the quote before the approval the pricing will be retail our low. Once the customer record is approved it will not change the pricing. The reduced-price quote must be written after the approval.
2. In the Guest Record in View mode click on . You will be able to save a record of the guests interests by using the product configurator.
 - a. Note: You will not see the  button if you are in the Edit mode of the customer record. Save the record to switch to View mode.
3. Save the quote to make it a part of the customer record. The quote can be edited, emailed to the guest, and converted directly into a sale.