



LEADERS HOLDING CO.TM

Est. 1971

Easel Worksheet

1. A 5-piece dining set includes _____.
 - a. 5 Dining Chairs
 - b. 2 Forks, Soup Spoon, Butter Knife and a Cutting Knife
 - c. 4 Dining Chairs and a Dining Table
 - d. 2 Chairs, 2 Cushions, and a Dining Room Table
2. A "Roomful Special" is an example of a room set up with certain pieces of a collection. The pricing is based off of OUR LOW selling price and does not include group pricing.
 - a. True
 - b. False
3. A Palm Springs Rattan® seating or dining chair is made up of two SKU#'s. They are _____.
 - a. Chair Frame and Chair Cushion
 - b. Chair Frame and Chair Color
 - c. Chair Cushion and Cushion Color
 - d. Chair Number and Delivery Number
4. A 4-letter abbreviation for a manufacturer is called a
 - a. Department code
 - b. SKU#
 - c. Status
 - d. Vendor Code
5. Dining set prices on the front of the sign are based off of group pricing.
 - a. True
 - b. False
6. A seven piece dining set includes _____.
 - a. 7 dining chairs and a dining table
 - b. 5 dining chairs, dining table, and a side table
 - c. 6 dining chairs and a delivery charge
 - d. 6 dining chairs and a dining table

7. C.O.M. stands for?
- Coming Over Monday
 - Credit On Merchandise
 - Cancellation Of Merchandise
 - Customers Own Material
8. A group price applies when ____.
- It is up to the sales person
 - When and only when a customer purchases (4) or more items at one time in a Leader's Casual Furniture Showroom.
 - A group of people buy
 - During special promotions
9. A Leader's Casual Furniture SKU # always goes ____.
- Vendor – Frame #, Fabric Color , Frame Number
 - Frame # - Vendor, Fabric Color, Frame Number
 - Vendor – Frame #, Fabric Color, Frame Color
 - Vendor –Frame # , Frame Color , Fabric Color
10. Match the term to the definition

- | | |
|-----------------------------|--|
| _____1. SKU #: | (A) Total cost of an item with all of its elements together if (4) or more of anything in the store is purchased.
<i>(Example: Chair + Cushion = Item Total)</i> |
| _____2. Description: | (B) Customers own material |
| _____3. Group Price: | (C) Total cost of an item with all of its elements together if (3) or less of anything in the store is purchased.
<i>(Example: Chair + Cushion = Item Total)</i> |
| _____4. Our Low Price: | (D) Column on an easel that contains a brief description of the item |
| _____5. Item Total Group: | (E) Unique combination of letters and numbers made up of up to 4 descriptors to identify a product.
<i>(Vendor-Frame # , Frame Color , Fabric Color)</i> |
| _____6. Item Total Our Low: | (F) The price of an item if (4) or more items of anything in the store is purchased |
| _____7. COM: | (G) The price of an item if (3) or less of anything |

in the store is purchased

11. List the manufacturer abbreviations for the following vendor.

- a. Casual Comfort _____
- b. Palm Springs Rattan® _____
- c. Garden Classics® _____
- d. Tropitone _____
- e. Central Cushion _____
- f. Tandy _____
- g. Island Way® _____
- h. Windward _____
- i. Patio Renaissance _____
- j. Treasure Garden _____
- k. Pride Family Brand _____
- l. Coast to Coast _____
- m. Summer Classics _____
- n. Jensen Leisure _____

Looking at the SKU # below answer the following questions.

TROP-710116,ABR,5903B

13. What is the frame color?

- a. 5903B
- b. ABR
- c. 710116
- d. None of the Above

14. What is the item number?

- a. TROP-
- b. 5903B
- c. 710116
- d. None of the Above

15. What is the Vendor code?

- a. ABR
- b. TROP-
- c. 710116
- d. None of the Above

Protection Programs -2.301 Fabric Protection, 2.302 Fabric Protection Plus

- e. The fabric protection coating is applied to all fabric items that are on an invoice covered by Four Year Protection Plus Accident Forgiveness?
 - a. True
 - b. False
- f. The Four Year Fabric Protection plan cost how much per cushion?
 - a. \$1
 - b. \$7
 - c. \$17
 - d. \$20
- g. The Four Year Fabric Protection plan can be sold on items used outdoors and carries a ____ warranty?
 - a. 4 year
 - b. 1 year
 - c. 30 day
 - d. There is no warranty for fabric protection sold outside. The benefit to selling fabric protection outside is it will inhibit mildew growth and prolong the period before the first cleaning. It will keep your new purchase looking new longer.
- h. How much does it cost to apply The Four Year Fabric Protection plan to a fully upholstered recliner?
 - a. \$14
 - b. \$7
 - c. \$21
 - d. \$100
- i. How much does it cost to apply The Four Year Fabric Protection plan to 10 yards of fabric?
 - a. \$100
 - b. It cannot be applied to fabric
 - c. \$149
 - d. \$70
- j. Who insures the Four Year Fabric Protection and the Four Year Fabric Protection Plus programs and makes the final customer claim decisions?
 - a. Guardsman
 - b. Scotch Guard
 - c. Governor Rick Scott
 - d. We do, Leader's Holding Company™
- k. How much commission is paid on the Four Year Fabric Protection and the Four Year Fabric Protection Plus programs?
 - a. No commission is paid on add on sales
 - b. 15%

- c. 10%
- d. 5%

- l. The minimum amount you can charge for the Four Year Protection Plus program is
 - a. \$100
 - b. \$75
 - c. \$50
 - d. \$25

- m. If a customer bought (2) chairs and wanted the Four Year Protection Plus program how much would it cost?
 - a. \$100
 - b. \$75
 - c. \$50
 - d. \$25

- n. If a customer bought (1) Chair and wanted the Four Year Protection Plus program how much would it cost?
 - a. \$100
 - b. \$75
 - c. \$50
 - d. \$25

- o. If a customer bought (10) items and wanted the protection plus program how much would it cost?
 - a. \$500
 - b. \$250
 - c. \$125
 - d. \$75

- p. The Four Year Protection Plus Plan covers commercial use?
 - a. True
 - b. False

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