



LEADERS HOLDING CO.TM

Est. 1971

Leader's Holding Company Essentials Review

1. What is Leader's Casual Furniture® #1 Company Goal?
 - a) Focus on end Results and Objectives
 - b) A Happy Customer the First Time
 - c) Increase Profitability by Reducing Costs
 - d) Negotiate new Supply Rates
2. Our Sales Team Members are required to wear
 - a) Name Tag
 - b) Flip Flops
 - c) Leader's Logo Shirts
 - d) Jeans
3. Extraordinary service, excellent products, good value, and unified happy teams will assure Leader's continued success and long-term growth?
 - a) True
 - b) False
4. What year was Leader's Casual Furniture® established?
 - a) 1979
 - b) 1989
 - c) 1951
 - d) 1971
5. What year did The Newton Family take full ownership over the company?
 - a) 1979
 - b) 1993
 - c) 1951
 - d) 1971
6. How large is the current Leader's Casual Furniture® Distribution Center?
 - a) 52,000 Square Feet
 - b) 80,000 Square Feet
 - c) 5,000,000 Cubic Feet
 - d) 15,000 Square Feet

7. Write the 3-character acronym for the Leader's Store Location that corresponds with that city.

_____ (A)	Palm Harbor	SPH
_____ (B)	Bradenton	EOR
_____ (C)	Sarasota	BRN
_____ (D)	Saint Petersburg	LAK
_____ (E)	Tampa	CAS
_____ (F)	Casselberry	TAM
_____ (G)	Lakeland	SAR
_____ (H)	Brandon	BRT
_____ (I)	Orlando Downtown	PMH
_____ (J)	Fort Myers	CLW
_____ (K)	Delray	SNP
_____ (L)	North Naples	PTC
_____ (M)	West Palm Beach	VER
_____ (N)	Vero	WPB
_____ (O)	Port Charlotte	NPL
_____ (P)	Spring Hill	DEL
_____ (Q)	South Naples	FTM
_____ (R)	Clearwater	STP
_____ (S)	Jensen Beach	JEN

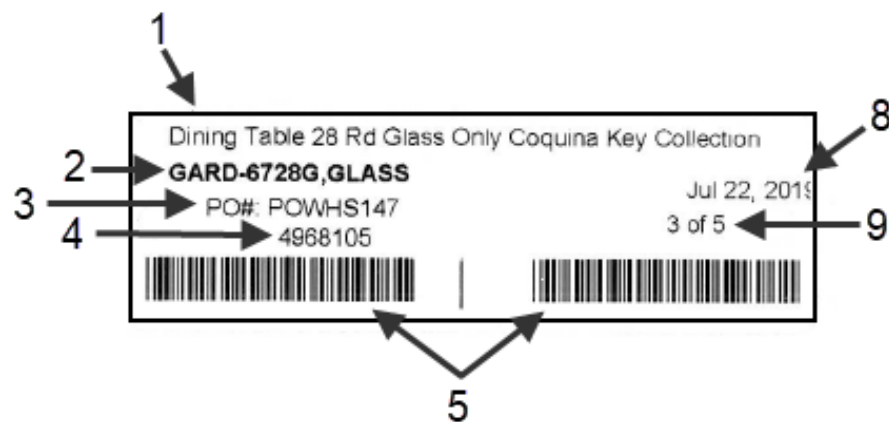
8. Please write the proper way to answer the phone.

9. A Leader's Casual Furniture® SKU # always goes_____.

- a) Vendor – Frame #, Fabric Color, Frame Number
- b) Item # - Vendor, Fabric Color, Frame Number
- c) Vendor – Frame #, Fabric Color, Frame Color
- d) Vendor – Frame #, Frame Color, Fabric Color

10. Match the term to the definition

- ___ (A) Purchase order number
- ___ (B) A unique number that is only used once to identify a piece of merchandise
- ___ (C) A brief description of the item
- ___ (D) A unique combination of letters and numbers made up of up to 4 descriptors to identify a product
- ___ (E) A purchase order number will be in this area.
- ___ (F) Date received to the warehouse
- ___ (G) A unique combination of lines that is original to each serial number
- ___ (H) Indicates how many same SKU'd items were in the shipment and which number this individual serial number is.



11. Please list the four Do's and four Don'ts of lifting.

Do's

1. _____
2. _____
3. _____
4. _____

Don'ts

1. _____
2. _____
3. _____
4. _____