



MARCH 2003 NEWSLETTER

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BRIGHT IDEAS:



Portland, OR

100 cute little miniature candy bars with the Other Mothers logos are provided to Cathy every month. In return she displays a small brochure for custom made candy wrappers for showers, wedding, birth announcements, birthday parties etc. Cute idea. Great for promotional events too! She has fun treating the customers to little candy treats. The phone number to call is (503) 267-4198 or check out the web site at www.CandyWrapperStore.com She also put a coupon in the Entertainment book for 20% off for a maximum of \$25.00 discount.

Valley Store, Spokane, WA

For those of you on the computer system, we have figured out a way of running a mid-day X report without using paper. Just turn off the printer! This is useful just before closing out the drawer. You can see if the drawer is off before writing data and recount or re-add if necessary.

Brentwood, CA

Robbie shoes are soft leather shoes that come in a variety of colors. They are a little expensive for our normal line of "new goods", so Sharon took customer orders until she had enough for a full order. Retail price is controlled by Robbie, but she offered a coupon discount to bring the shoes more in line with our prices (\$19.99 w/ tax) 800 929-2623 for catalog. Charm it (201) 447-1213

This month certificate goes to Cathy (the self proclaimed "Mall Brat"- her nick name for me is "Main MaMa") in Portland. Thanks so much!

GRAPEVINE:



We're thinking about our men and women in the service right now. So far everyone we reported on last month is safe and sound. We hope and pray they stay that way. We wish the same

for all the brave husbands, sons, daughters, and wives.

SHOP NEWS:



We will be opening the Ohio store after a few delays with their building. The third week in April is our target date. We'll let you know how it goes.

TIME TICKLERS:



We have worked on all the inventory sheets that have come in. A couple of you have not turned in your copies of the master sheet and the individual inventory sheets. This year we will give you examples and a private report on how your turnover rate, gross sales, prices, and % exchange credit compare with the example stores. The information should help you fine tune your store for greater success.

Light green tags will be March 1st through April 15th then dark green tags will be through the end of May. June to the middle of July will be pink tags, the dark pink or red tags through August.

OPPORTUNITIES:



Walmart has some great plastic boxes that are perfect for filing work sheets. They are long, narrow and designed to keep photographs in. They are notched on the inside to hold a movable plastic brace. This clear plastic box fits neatly on the counter. The adjustable holder makes it great for keeping the sheets nice and neat. The boxes are \$5 to \$6 each.

In many areas around the country the weather is good enough to have garage sales. Gear up, get up early, and hunt down those bargains !! Your business will thank you.