

WALL-2-WALL NEWS

Visit our helpful website: <http://store.acsouth.com>
We have added more helpful information to this web page for you, check it out today!

Comments or ideas please email acsnews@acsouth.com
Editor: Desiree Debiak

Top 10 Carpet Installs for 012/11

RANK	STORE #
1	901
2	915
3	6204
4	906
5	947
6	4140
7	4122
8	919
9	4135
10	6207



Great job!

Who will be in the Top 10 SQ YD report next month?

Thank you for all the hard work.

Getting Back to Basics

Qualifying the customer at the time of measure is critical

Some of the questions you need to ask are:

Do they own or rent? If you own, did you just move in or are you doing an update?

Consider:

- Traffic
- Usage
- Pets
- Safety

What Features are important to you?

- Color
- Style
- Comfort

An important consideration is Customer's Expectations. Flooring products perform differently and getting to the root of their needs can make a difference on the outcome of the project.

Martha Stewart Promotion

Effective 1/5/12 – 1/25/12, THD is offering a \$37 Whole House Carpet Basic Install on purchases of Martha Stewart Living and Platinum Plus Carpet with purchase of carpet pad. The barcode for this is located right on your Hot Sheet! Just go to My Apron/ My Store> Promotions-Weekly Promo Barcode Sheet. Remember to call any of your old customers who might have been undecided since this is a great deal for them!

Taking Customers To The Next Level

Stairtek pre-finished stair treads and risers eliminate the need for on-site staining and finishing, which can save interior construction time by up to three days. Stairtek also offers unfinished and finished stair parts in ALL species and exact match finishes.

