

# TAKE THE NORTHEAST TEST!

The Northeast is the most challenging territory in the United States. Before you select a sales company in the professional beauty field to represent your products, give them this test!



- Q Has your rep company been in business for over 50 years?
- Q Is your rep company a third generational company or is it a partnership?
- Q Is your office located in the heart of the Northeast?
- Q What is the succession plan of your rep company?
- Q Does your rep company have ten full-time personnel committed solely to the Northeast?
- Q How often do the principals of your rep company make sales calls with their sales people?
- Q Who are the Professional Beauty companies you represent in the Northeast?

THERE IS ONE FINAL IMPORTANT QUESTION LEFT FOR YOU, THE MANUFACTURER:  
"Do you choose a company that specializes and is more knowledgeable than the rest?"

**THE CHOICE IS EASY!**

Please visit our website for more information.

**GERRY UDELL, INC.   [www.gerryudell.com](http://www.gerryudell.com)   800-535-1919**

Professional Beauty Representation