Channel Marketing Highlights

For my entire career, I've worked alongside Sales teams to provide them with powerful marketing campaigns and collateral to positively increase sell-in and sell-through.

I am driven by a strong work ethic and thrive working in a "hands-on, roll-up your sleeves" atmosphere. In general, I'm personable, outgoing and fun, and I will always present a "whatever it takes to get the job done" attitude.













Over the course of my career in I've worked on some remarkable projects

- Re-branded and modernized cemetery marketing materials to incorporate interactive web applications, videos and social media
- Been recognized as an industry expert in creating POP materials and displays that really get noticed
- Supervised over 15 tradeshows per year from booth rendering to show floor
- Attracted over 20,000 visitors to my store opening events
- Created all new, two-tiered TabletKiosk Authorized Reseller Program which is supported by marketing materials and outreach, training tools, dealer web portal and incentive program for top performing resellers

- Managed and Administered CRM for all Sales and Marketing leads
- Created sales "arsenal" of targeted PowerPoint presentations, industryrelated articles, store merchandising best practices, sell sheets and catalogs
- Managed 2-tired Distribution Channel to Value Added Resellers
- Handled PR and social media outreach activities – established my reputation as an expert in the mobile computing platform
- Conducted industry outreach to build sales channels in the Healthcare, Hospitality and Education markets

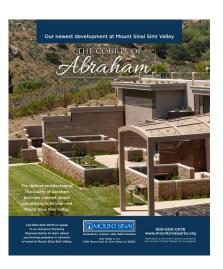
New Programs Effectively Increased Sales of Cemetery Real Estate in Advance of Need











Award Winning POP Displays







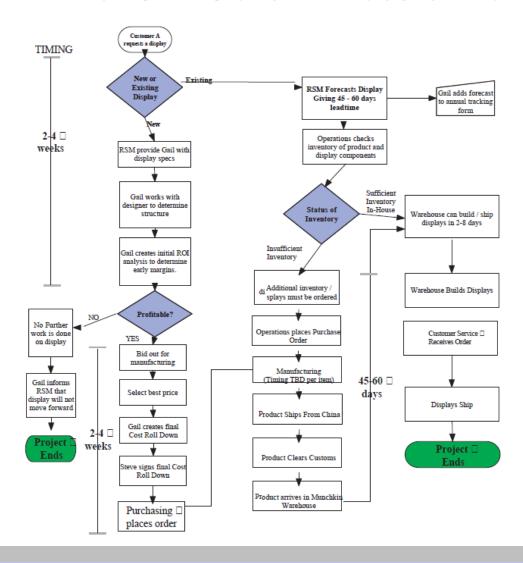
"SKU Specific Shopping Environments





Promotional Development Process

MUNCHKIN PROMOTIONAL DEVELOPMENT PROCESS□
All the steps that go into making a special promotional item (display or special order)



Line List Presented to Retailers

bamboo pets											
product line											
sku#	bamboo segment		species	sales proposition	pawprint h w d		ирс		pack		
		grooming Dog nail clipper, styptic & file 3-in-1 pedicure set (large		Integrated styptic with nail file stores in clipper handle!				_			
810001	care	bypass) patent pending	dog	Heavy-duty 3.4mm stainless steel blades.	9	4.875	1	8-59328	10001-1	843	
810001	Care	Cat nail clipper, styptic & file 3-in-1 pedicure set (small	cat & small	Integrated styptic with nail file stores in clipper handle!		4.070	- '	0-03020	10001-1	oro	
810011	care	bypass) patent pending	dog	Strong 2.4mm stainless steel blades.	9	4.875	١,	8-59328	10011-0	843	
010011	Curc	Dog guillotine nail trimmer, styptic & file 3-in-1 pedicure set	dog	Integrated styptic with nail file stores in clipper handle!		7.013		0-33320	10011-0	013	
810021	care	(Iq quillotine) patent pending	dog	Stainless steel blades and comfortable non-slip grip.	9	4.875	1	8-59328	10021-9	843	
010021	Carc	Cat quillotine nail trimmer, styptic & file 3-in-1 pedicure set	cat & small	Integrated styptic with nail file stores in clipper handle!		4.013	- -	0-33320	1002153	ors	
810031	care	(sm quillotine) patent pending	doa	Unique design allows pet to sit on lap while clipping.	9	4.875	1	8-59328	10031-8	843	
810042	care	Antiseptic styptic powder 2-pack applicator & nail file	cat/dog	2-pack refill for bamboo cilppers	6	3,875	0.5		10042-4		
010042	Care	Antiseptic styptic powder z-pack applicator & Itali file	calluog	Cat wire slicker and nylon brush with integrated palm flea		3.013	0.5	0-00020	10042-4	oro	
810101	care	Cat slicker/bristle brush & combs 4-in-1 grooming set	cat	and fine combs for everyday convenience.	10	4.875	2.5	8-59328	10101-8	843	
010101	Carc	Cat slicker/bristle brasil & combs 4-iii-1 grooming set	Cat	Large dog wire slicker with integrated palm flea and fine	10	4.013	2.0	0-33320	10101-0	013	
810111	care	Dog slicker brush with flea & fine combs 3-in-1 grooming set	dog	combs for full service grooming.	10.5	5.875	1.75	8-59328	10111-7	843	
010111	Carc	bog sicker brasil with fica a fine combs 5-in-1 grooming set	dog	Popular brush upgraded with gentle touch pin tips and	10.0	3.013	1.10	0-33320	10111-1	013	
810121	care	Dog pin/bristle brush & flea comb 3-in-1 grooming set	dog	integrated palm flea comb for grooming convenience.	10.5	4.875	2.5	8-59328	10121-6	843	
010121	Care	Dog undercoat & dematting rakes 2-in-1 grooming tool	dog	Combines undercoat and dematting rakes to cut through	10.5	4.010	2.0	0-03320	10121-6	oro	
810161	care	patent pendina	doa	knots and mats with one easy-to-store item.	10.5	4.875	1.75	8-59328	10161-2	843	
010101	Care	Rotating fine tooth comb 2-position grooming tool	dog	Rotating tines prevent damage to hair while sliding handle	10.0	4.070	1.70	0-03020	10161-2	ors	
810151	care	patent pending	cat/dog	suits a variety of hand positions.	9	4.875	1 1	8-59328	10151-3	843	
010101	Care	Rotating medium/coarse tooth comb 3-position grooming tool	calluog	Rotating tines prevent damage to hair while sliding handle		4.013	- '-	0-03320	10101-3	oro	
810141	care	patent pending	cat/dog	suits a variety of hand positions.	11	4.875	1 1	8-59328	10141-4	843	
010141	Carc	Adjustable size shedding blade 3-in-1 grooming tool	cardog	Multi-purpose shedding blade adjusts to fit pet and grooming	- "	4.013	-	0-33320	10141-4	013	
810131	care	patent pending	cat/dog	situation; handles separate for added flexibility.	11.75	4.875	1.25	. 50000	10131-5	843	
810131	Care	travel	cal/dog	situation, nandies separate for added flexibility.	11.75	4.875	1.25	8-93328	10131-9	ors	
040004			den	Convenient totable discount has discount associated		4.075	0.5	0.50000	40004.0	010	
813001	care	Tote 'N Toss Pet Waste Bag Dispenser (asst)	dog	Convenient, totable disposal bag dispenser provides	8	4.875 3.875	2.5		13001-8	8/3	
813013	care	Tote 'N Toss Pet Waste Bags (3 pack)	dog	practical solution for addressing city pet waste ordinances.	8	3.875	1.5	8-59328	13013-1	843	
		bedding	cat & small					_			
		0-1-1		Reversible sleeping bag with soft toys unzips to lay flat,		l _	_		l		
822901	home	Cat sleepover bag (asst 2 styles)	dog	providing travel comfort and doubles as training aid.	8.5	7	5	8-59328	22901-9	4/3	
812901	home	Dog sleepover bag (asst 2 styles)	dog	providing dayor connect and doubles do daming did.	10	9.5	5	8-59328	12901-2	4/3	
822001	home	Natural sleep orthopedic cat bed	cat		5	18	14	8-59328	22001-6	3	
812001	home	Natural sleep orthopedic dog bed (small)	dog	Long-lasting performance from millet hulls that cradle pet in	8	22	18	8-59328	12001-9	3	
812101	home	Natural sleep orthopedic dog bed (medium)	dog	complete customized support for deeper, more rejuvenating	8	26	20	8-59328	12101-6	3	
812201		Natural sleep orthopedic dog bed (large)	dog	sleep; integrated blanket provides additional warmth.	10	35	22	8-59328	12201-3	3	
		toys									
814001	plav	CombatX Squeaker Toy - Gladiator	doa		11	8,5	2.5	8-59328	14001-7	8/3	
814011	play	CombatX Fetch Toy - Galaxy Ball	dog	Combat-tested soft toys outperform all competitive products	4.5	4	4	8-59328	14011-6	843	
814071	play	CombatX Fetch/Tug Tov - Toss n' Pull	dog	on the market.	14	3	2.5	8-59328	14071-0	843	
814081	play	CombatX Tug Toy - Yankee Bone	dog		13.5	7	2.5	8-59328	14081-9	8/3	
814101	play	Combat Squeaker Toy - Big Kahuna	dog		11	8.5	2.5	8-59328		8/3	
814111	play	Combat Squeaker Toy - Big Kantina Combat Squeaker Toy - Achey-Breaky Heart	dog	Designer soft toys that outperform all but our elite combat-	9.5	9	2.5	8-59328	14111-3	8/3	
814121	play	Combat Squeaker Toy - Acrey-Breaky Heart Combat Squeaker Toy - Five-Star General	dog	tested line for stylish but aggressive play	10	10	2.5	8-59328	14121-2	8/3	
814191	play	Combat Squeaker Toy - Five-Star General Combat Squeaker Toy - Flying Cow	dog	tostod into for stylish but aggressive play	9.5	9	2.9	8-59328			
014131	piay	Combat Squeaker Toy - Flying Cow	dog		3.5	1 3		0-00328	14131-5	8/3	

Promotions Presented to Key Retailers



Fall Baby Days Promotion 2003

Bath Time Color Blast Sidekick

Bath Time Color Blast Sidekick



Contains: 27 Bath Time Color Tablets, 12 Bath Time Boats, 12 Wands

◆Wal*Mart store count : 1000



- ◆51 units per store
- ◆Total cost per store:\$113.22
- ◆Total retail per store:\$197.88
- ◆Total units- 51,000
- ◆Total cost- \$113,200
- ◆Total retail-\$197,880
- ◆Ship date: 8/03
- ◆In store date: 9/03





ALEXCUSION OF ORDING TO

Outline of Authorized Reseller / VAR Program



TABLETKIOSK AUTHORIZED RESELLER

Gold Partner

Silver Partner

Partner Newsletter (Quarterly)	х	х
Partner Portal on website	х	х
Competitive Analysis	х	х
Access to White Papers and Case Studies	х	х
Sa les Presentation Templates	х	х
TabletKiosk Authorized Reseller Logo usage	х	х
Pre-Qualified leads	х	х
NFR (Discounted) units for demonstration and evaluation	х	х
Product Training	х	х
Listed and linked as "Where to Purchase" on TabletKiosk Website		х
Volume Incentive Rebates		х
Development of Solution Oriented Case Studies and White Papers		х
Onsite SalesTraining		х

Tradeshow Management From Rendering to Reality



PowerPoint Presentations That Really Sell!

