

Product Promotion

Hi

Further to my message of the day I am putting on my other hat and only looking at turnover and profits. At this stage I am not interfering with the current product training, and the various methods in marketing and sales. I do want to know by the end of April why sales are dropping.

To do this I have constructed a number of questions which if answered honestly will give me some idea.

Each set of questions should not need any great thought process and should be easily answered in less than 5 minutes. If you have to think about it put in a question mark. If you think about the question before you answer you lose the spontaneity that is required during a sale.

They are not trick questions and they are not a test. They are standard sales & marketing questions and the answers will mean a lot to me possibly no one else.

You can answer electronically or on hard copy

Name the top 10 products Viamed wants to promote and sell in the next 12 -18 months.

Place in order of importance.

Complete in 3 minutes

Order	Part Number	Product or Product range
1	various	Versastream
2	Various	Oxygen Sensors
3	?	Smartsat
4	44105XX	VM2500 Series
5		Disposable probes
6		Re-usable probes
7	001216X	VM2160 series
8		Oxygen Monitors
9		Eye masks
10	?	?

Signed: *Slanna*

Date : *17/4/15*

Return completed within two days