

Trends EVERY Dealer / Provider must know...

THE CONVENIENCE OF ONLINE ORDERING IS NOT GOING AWAY.

TREND 1

THE AMAZON EFFECT: More and more, your customers will demand the same standard of instant service, ease, convenience & delivery they get in other aspects of their lives.



TREND 2

DIRECT-TO-TEAM: Let's face it. Everyone wants to steal your clients. The best defense is a good offense. Making life easier for your customers, and more personal service will win every time.



TREND 3

ONLINE IS A MUST: Your customers are all online. In 3 years 75% of "team" business will all be done online. That's \$15 BILLION of business potential. Jump in now and be prepared to get your fair share.



TREND 4

TOP BRANDS: Consolidation is rampant with apparel providers. They will seek to continue to squeeze their dealers and consolidate their business with only the TOP PERFORMERS.



TREND 5

ALL THINGS TECHNOLOGY: Online ordering is just the tip of the iceberg. Back-office automation, digital marketing, social media will continue to disrupt the way people find and buy.



TREND 6

NEW STANDARDS: While it still IS "all about relationships," nowadays these relationships are based upon a new set of standards. In today's world, TRUST is earned by being "in service" 24 / 7. There are numerous ways technology can aid in this pursuit.



TREND 7

SCALE WHAT YOU DO BEST: The upside of the technology tsunami is--for those who embrace, there are terrific tools and resources that will help you seamlessly scale what you do best.



TREND 8

DO NOT TRY THIS ON YOUR OWN: There are reasons why technology people do what they do, and you do what you do. Technology expertise is not something that should ever be taken lightly. And mistakes can be costly! Partner with experts who know what they're doing. And you can TRUST!



WE DO WHAT WE DO BEST SO YOU CAN DO WHAT YOU DO BEST. SELL & SERVE MORE CUSTOMERS.