

WELCOME TO THE BEST CONFERENCE EVER

2019 "Profit before growth"

Perjantai 11.1.2019 kokoushuone “Oslo”

08.00 – 09.00

- 2018 tulos (Miisa)
- 2019 tavoitteet (Miisa)
- iPad koekäytön “vinkit” (Jonny)

09.00-09.40

- Evolin&Dunilin prospektit, 20 min/AM

09.40-09.50 tauko

09.50-10.50

- Jatkuu: Evolin&Dunilin prospektit, 20 min/AM

10.50-12.00

- KAM; focus Evolin& Dunilin (Pia & Miisa)

12.00 lounas



Katsaus vuoteen 2018

- Kentän vahvuus +1 AM
- Henkilövaihdokset kentällä
- Muutokset organisaatiossa: asiakaspalvelu & salessupport
- Suomi 100 vaikutus vuodelta 2017 HUIMA! DV -286 000€
- Ruotsalaisten tukkureiden toiminta Suomessa
- Ensimmäiset askeleet otettu kohti hintojen yhtenäistämistä
 - Hinnankorotukset
 - Uutuustuotteiden hinnoittelu
- Selkeä fokus tekemisen suunnalle ja laadulle
 - WOW
 - Käynnit
 - “Mäppäys”
 - Duni Tool
- Askel syvemmälle WOW myynnissä





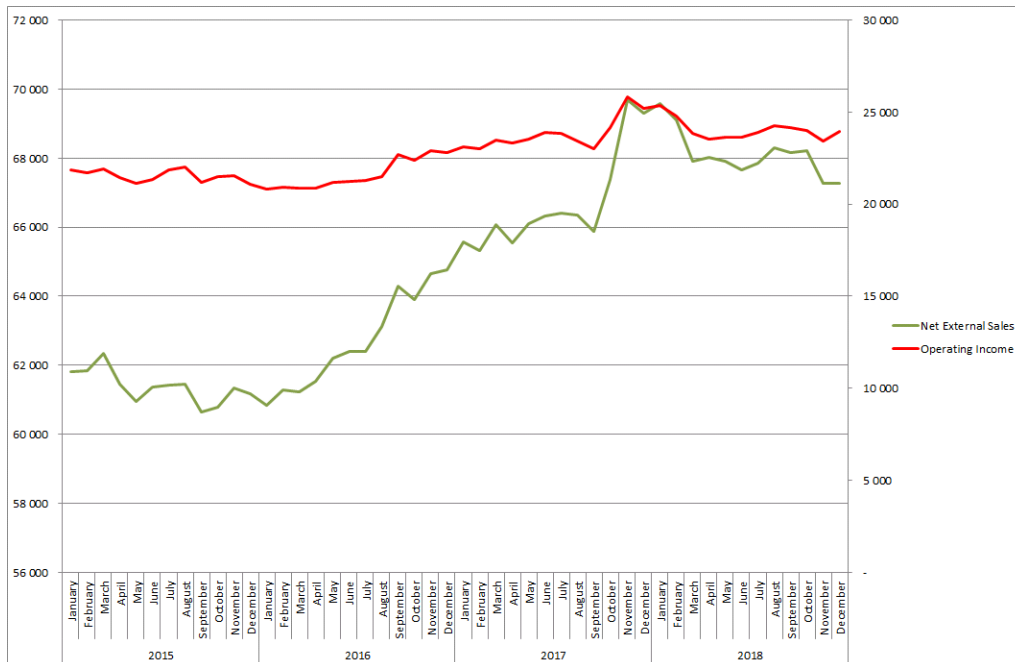
Result 2018 - Finland

Net External Sales 2018

Target: 66 mSEK
Last Year: 66 mSEK
Actual: 63 mSEK
Index 96
Index 96

Operating Income 2018

Target : 23 mSEK
Last Year: 24 mSEK
Actual: 22 mSEK
Index 98
Index 93





Currency neutral P&L - Finland

Income Statement SEK 1812M		Month								Year to Date						YTD 2016	
	Curr eff.	Actual		Budget		Forecast		Last Year		Actual		Budget		Last Year		Actual	
External Sales	-10,1%	5 020		4 684		4 688		4 770		65 653		69 406		68 961		64 212	
Bonuses & Seasonal ret.	-10,1%	-305	-6,5%	-228	-5,1%	-230	-5,2%	-306	-6,9%	-2 374	-3,8%	-3 372	-5,1%	-3 188	-4,8%	-2 758	-4,5%
Net External Sales	-10,1%	4 715	5,6%	4 456	-0,2%	4 458	-0,1%	4 464		63 279	-3,8%	66 033	0,4%	65 773		61 454	
Total COGS	-10,1%	-1 799	-38,2%	-1 631	-36,6%	-1 585	-35,5%	-1 761	-39,5%	-24 150	-38,2%	-24 856	-37,6%	-24 848	-37,8%	-23 375	-35,5%
Gross Profit 1	-10,1%	2 916	61,8%	2 826	63,4%	2 873	64,5%	2 702	60,5%	39 129	61,8%	41 177	62,4%	40 925	62,2%	38 079	57,9%
Warehousing		-274	-5,8%	-247	-5,5%	-239	-5,4%	-236	-5,3%	-3 158	-5,0%	-3 666	-5,6%	-3 326	-5,1%	-3 335	-5,1%
Outbound logistics		-112	-2,4%	-100	-2,2%	-96	-2,2%	-193	-4,3%	-1 400	-2,2%	-1 480	-2,2%	-1 423	-2,2%	-1 243	-1,9%
Gross Profit 2	-10,1%	2 530	53,6%	2 480	55,6%	2 538	56,9%	2 273	50,9%	34 572	54,6%	36 031	54,6%	36 175	55,0%	33 502	50,9%
Direct Selling Costs		-113	-2,4%	-94	-2,1%	-91	-2,0%	-306	-6,9%	-1 300	-2,1%	-1 393	-2,1%	-1 554	-2,4%	-997	-1,5%
Gross Profit 3	-10,1%	2 416	51,2%	2 386	53,5%	2 447	54,9%	1 967	44,1%	33 272	52,6%	34 637	52,5%	34 621	52,6%	32 504	49,4%
Indirect Selling Costs		-509	-10,8%	-762	-17,1%	-762	-17,1%	-792	-17,7%	-8 390	-13,3%	-8 946	-13,5%	-8 211	-12,5%	-8 088	-12,3%
Dir. Marketing		-31	-0,7%	-13	-0,3%	-13	-0,3%	-58	-1,3%	-649	-1,0%	-986	-1,5%	-680	-1,0%	-840	-1,3%
Ind.Marketing		-38	-0,8%	-49	-1,1%	-49	-1,1%	-37	-0,8%	-645	-1,0%	-668	-1,0%	-677	-1,0%	-655	-1,0%
G&A		-138	-2,9%	-109	-2,4%	-109	-2,4%	-93	-2,1%	-1 334	-2,1%	-1 308	-2,0%	-1 226	-1,9%	-1 307	-2,0%
Other items		0	0,0%	0	0,0%	0	0,0%	5	0,1%	-7	0,0%	0	0,0%	-10	0,0%	-1	0,0%
FX Gains & Losses		0	0,0%	0	0,0%	0	0,0%	0	0,0%	0	0,0%	0	0,0%	0	0,0%	0	0,0%
Depreciation		-1	0,0%	0	0,0%	0	0,0%	0	0,0%	-26	0,0%	0	0,0%	0	0,0%	-19	0,0%
Total indirect costs		-718	-15,2%	-933	-20,9%	-933	-20,9%	-975	-21,8%	-11 050	-17,5%	-11 908	-18,0%	-10 804	-16,4%	-10 910	-16,6%
Operating Income	-8,3%	1 698	36,0%	1 453	32,6%	1 513	34,0%	992	22,2%	22 222	35,1%	22 729	34,4%	23 817	36,2%	21 595	32,8%

Fixed at 2018 budget rates





Top Customers – 2018

LOC

Top Customer	Ext. Sales 2018 YTD	Index (MF)	Index (LY)	Dev. (MF)	Dev. (LY)	Ext. Sales Dec 2018	Index (MF)	Index (LY)	Dev. (MF)	Dev. (LY)
Total	7 057	95	95	-406	-358	540	107	105	37	27
Kespro	1 863	90	90	-209	-200	153	104	109	6	12
Other	1 306	89	96	-159	-59	172	146	163	54	66
Meira Nova	1 278	103	102	36	20	93	107	90	6	-10
Heinon Tukku	1 035	1 281	1 005	954	932	78	1 252	758	72	68
TUKO	684	38	40	-1 115	-1 019	-19	-20	-22	-119	-107
ME Group	220	117	121	32	38	20	143	175	6	9
Impacs	130	121	122	23	24	12	140	133	4	3
Finntensid	123	121	100	21	-1	7	134	242	2	4
Suomen Palvelutukkur	108	84	87	-20	-16	5	67	51	-2	-5
Restaone	71	84	82	-14	-15	4	152	32	1	-8
Veli Mark	58	77	56	-18	-46	3	142	110	1	0
Speciality Trade FI	55	-	81	55	-13	3	-	48	3	-3
Lyreco	31	137	110	8	3	3	123	63	1	-2
Wihuri Metro	22	186	201	10	11	2	-	51	2	-2
Other Top Customers	72	87	81	-11	-16	5	110	140	0	1



Product groups - 2018

LOC

Article Group	Common Product Group 1	Sales 2018 YTD	Index (MF)	Index (LY)	Dev. (MF)	Dev. (LY)	Ext. Sales Dec 2018	Index (MF)	Index (LY)	Dev. (MF)	Dev. (LY)
Total		7 057	95	95	-406	-358	540	107	105	37	27
CANDLES	Total	450	100	102	1	8	61	125	109	12	5
	CANDLES	450	100	102	1	8	61	125	109	12	5
NAPKINS	Total	4 602	98	101	-90	24	317	103	106	9	19
	NAPKINS 1-PLY	328	92	93	-29	-25	17	75	76	-6	-6
	NAPKINS DUNISOFT	1 068	104	108	44	83	92	131	146	22	29
	NAPKINS MULTIPLY	1 912	102	103	37	60	121	113	106	14	7
	NAPKINS PREMIUM	1 294	90	93	-142	-94	87	81	88	-21	-12
OTHERS Table Top Products	Total	160	89	88	-21	-22	8	74	61	-3	-5
	HYGIENE	99	82	86	-22	-16	5	42	35	-6	-9
	REMAINING PRODUCTS (T...	61	102	91	1	-6	4	812	841	3	3
TABLECOVERS	Total	1 844	86	83	-297	-368	153	114	106	19	9
	COASTERS and DOILIES	165	81	89	-38	-21	11	83	80	-2	-3
	PLACEMATS	36	108	93	3	-3	5	155	356	2	4
	REELS	308	75	81	-104	-74	24	76	84	-7	-5
	SLIPCOVER	127	82	86	-29	-20	6	78	86	-2	-1
	TABLECOVER	326	102	104	6	11	29	141	110	8	3
	TETE A TETE	882	87	77	-136	-262	79	134	116	20	11

KPI Scorecard - FI

MONTH	KPI	Measure	Tool	Unit	Actual Dec 2018	Actual Dec 2017	Target Dec 2018	Dev. vs LY			Dev. vs target		
								O	M	L	O	M	L
Future growth	No of new customers	No of new wallet lines in Dynamics	Dynamics (new Duni business)	No	58	0	0	N/A	N/A	N/A			
	Profit growth	Profit on new wallet lines in Dynamics	Dynamics (new Duni business)	kLOC	45	0	0	N/A	N/A	N/A			
Business control	Price increase effect vs LY	Price per customer and article vs LY	Qlikview	kSEK	224	0	0	N/A	N/A	N/A			
	Sales forecast error	SFE for manually forecasted articles	Demand Planning Dashboard	%	62,0%	52,0%	55,0%						
Product mix	Sales Evolin	External sales	Qlikview	kLOC	33	21	23						
	Profit Tablecovering	CB1	Qlikview	kLOC	105	101	90						
	Sales Dunilin	External sales	Qlikview	kLOC	79	91	99						
	Sales LED	External sales	Qlikview	kLOC	7	3	8						
	Sales Profile print	External sales	Qlikview	kLOC	50	56	65						

YTD	KPI	Measure	Tool	Unit	Actual YTD 2018	Actual YTD 2017	Target YTD 2018	Dev. vs LY			Dev. vs target		
								O	M	L	O	M	L
Future growth	BoB T/O next 12 months	12 mR expected turnover	Dynamics	kLOC	1 437	1 105	1 216						
	No of new customers	No of new wallet lines in Dynamics	Dynamics (new Duni business)	No	567	0	0	N/A	N/A	N/A			
	Profit growth	Profit on new wallet lines in Dynamics	Dynamics (new Duni business)	kLOC	2 973	0	0	N/A	N/A	N/A			
Business control	Price increase effect vs LY	Price per customer and article vs LY	Qlikview	kSEK	1 708	0	0	N/A	N/A	N/A			
	Days of inventory	DOI for local articles	LCM/UG file	No	104	94	89	N/A	N/A	N/A			
	Sales forecast error	SFE for manually forecasted articles	Demand Planning Dashboard	%	62,0%	52,0%	55,0%						
Product mix	Sales Evolin	External sales	Qlikview	kLOC	319	209	293						
	Profit Tablecovering	CB1	Qlikview	kLOC	1 287	1 538	1 366						
	Sales Dunilin	External sales	Qlikview	kLOC	1 199	1 289	1 333						
	Sales LED	External sales	Qlikview	kLOC	61	51	73						
	Sales Profile print	External sales	Qlikview	kLOC	632	638	740						

KPI Evolin/Dunicel – Finland (LOC)

Evolin Dunicel LOC								XL	
Material	Common Product Group 1	2017 YTD	2018 YTD	% Growth YTD	2017 Dec	2018 Dec	% Growth Month		
DUNICEL	PLACEMATS	21 013	23 219	10,5%	960	2 129	121,8%		
	REELS	249 358	179 902	-27,9%	21 094	12 368	-41,4%		
	SLIPCOVER	32 260	23 844	-26,1%	1 593	1 013	-36,4%		
	TABLECOVER	122 260	100 980	-17,4%	7 514	10 100	34,4%		
	TETE A TETE	1 040 476	763 006	-26,7%	60 096	52 925	-11,9%		
	Total	1 465 367	1 090 951	-25,6%	91 258	78 535	-13,9%		
EVOLIN	REELS	0	45 277	-	0	5 593	-		
	SLIPCOVER	408	2 260	453,7%	0	772	-		
	TABLECOVER	182 858	220 507	20,6%	18 426	18 285	-0,8%		
	TETE A TETE	25 458	50 928	100,0%	2 563	8 657	237,7%		
	Total	208 725	318 972	52,8%	20 989	33 308	58,7%		
Total		1 674 092	1 409 923	-15,8%	112 247	111 843	-0,4%		

2018 Evolin & Dunilin

Row Labels	New wallets lines Dunilin	New wallets Evolin	Sum of Total
Nina Sippola	81	76	157
Minnamari Eskelinen	137	67	204
Kaija Vaisanen	80	121	201
Jonny Stolt	95	73	168
Toni Käppi	36	36	72
Elina Haljala	17	9	26
Pepe Risu	8	4	12
Grand Total	494	426	920



Work Smarter Not Harder

One year later..



Customers / Visits

Finland 1/2018

4 874 / 2 622

PROSPECTS KA 5 / 4 > € 20k	KA A 10 / 17 1%	KA B 21 / 23 1%
High 40 / 20 > € 2k	EU A 217 / 294 11%	EU B 301 / 389 15%
Low 326 / 110 4% < € 2k	EU D 396 / 190 7%	EU C 1 077 / 665 25%

PROFIT POTENTIAL

SHARE OF WALLET

LOW

HIGH

< 75%

> 75%

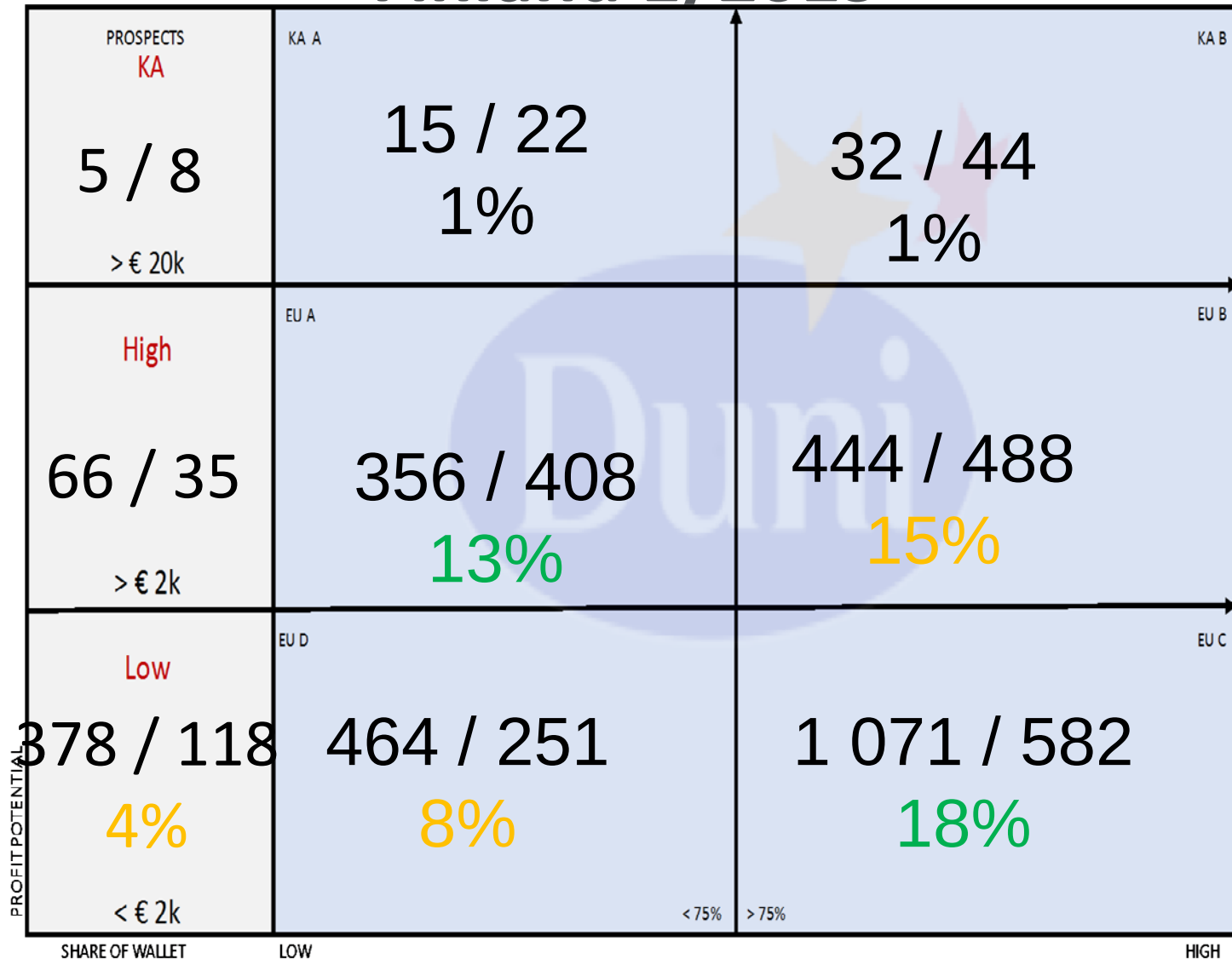
Suspects + tukut= 2532



Customers / Visits

Finland 1/2019

5387 / 3172



Suspects + tukut= 2556



Master Forecast 2019

Master Forecast 2019 – per country



Sweden

- Net External Sales: 116 mSEK (+4 % vs 2018)
- Operating income: 19 mkSEK (+2 % vs 2018)



Denmark

- Net External Sales: 74 mSEK (+2 % vs 2018)
- Operating income: 16 mSEK (+4 % vs 2018)



Norway

- Net External Sales: 105 mSEK (+1 % vs 2018)
- Operating income: 14 mSEK (- 10 % vs 2018)



Finland

- Net External Sales: 66 mSEK (+-0 % vs 2018)
- Operating income: 21 mSEK (-13 % vs 2018)

Master Forecast 2019 (External sales €)

Row Labels	Sum of 2018 Actual LOC	Sum of MF 2019 LOC	Sum of Growth
CANDLES	444 984	466 847	4,91 %
CANDLES	444 984	466 847	4,91 %
NAPKINS	4 616 530	4 692 401	1,64 %
NAPKINS 1-PLY	328 039	333 940	1,80 %
NAPKINS DUNISOFT	1 066 540	1 207 581	13,22 %
NAPKINS MULTIPLY	1 919 349	1 931 034	0,61 %
NAPKINS PREMIUM	1 302 602	1 219 846	-6,35 %
OTHERS Table Top Produc	120 284	163 168	35,65 %
HYGIENE	98 878	115 010	16,32 %
REMAINING PRODUCTS	21 407	48 159	124,97 %
TABLECOVERS	1 833 786	1 771 359	-3,40 %
COASTERS and DOILIES	165 323	152 735	-7,61 %
PLACEMATS	35 921	21 777	-39,38 %
REELS	307 351	281 687	-8,35 %
SLIPCOVER	127 471	117 363	-7,93 %
TABLECOVER	323 621	375 965	16,17 %
TETE A TETE	874 098	821 832	-5,98 %
Grand Total	7 015 584	7 093 776	1,11 %

Master Forecast 2019 (External sales €)

Row Labels	Sum of 2018 Actual LOC	Sum of MF 2019 LOC	Sum of Growth
CANDLES	390 387	411 826	5,49 %
DUNICEL	1 090 951	961 567	-11,86 %
DUNILIN	1 208 095	1 114 018	-7,79 %
DUNISOFT	1 066 540	1 207 581	13,22 %
ELEGANCE	94 507	105 828	11,98 %
EVOLIN	318 972	396 182	24,21 %
OTHER	584 869	619 688	5,95 %
TISSUE 1-PLY	341 915	346 052	1,21 %
TISSUE MULTIPLY	1 919 349	1 931 034	0,61 %
Grand Total	7 015 584	7 093 776	1,11 %

LED

Row Labels	Sum of 2018 Actual LOC	Sum of MF 2019 LOC	Sum of Growth
CANDLES	60 830	71 351	17,29 %
Grand Total	60 830	71 351	17,29 %

Master Forecast 2019 (External sales)

Row Labels	Sum of 2018 Actual LOC	Sum of MF 2019 LOC	Sum of Growth
Finntensid	123 132	130 116	5,67 %
Heinon Tukku	1 033 095	938 561	-9,15 %
Inpacs	127 752	147 301	15,30 %
Kespro	1 861 063	1 917 562	3,04 %
Lyreco	26 470	41 151	55,46 %
ME Group	214 957	212 222	-1,27 %
Meira Nova	1 258 336	1 257 192	-0,09 %
Other	2 142 171	1 464 112	-31,65 %
Ravintola	812	88	-89,16 %
Restaone	70 734	62 999	-10,94 %
Speciality Trade FI	55 179	56 898	3,12 %
Veli Mark	58 000	56 874	-1,94 %
Wihuri Metro	43 884	808 701	1742,82 %
Grand Total	7 015 584	7 093 776	1,11 %

Fokus 2019

- Dunilin
- Evolin
- LED
- PP

Activity

DUNILIN®

Preparation

KPI : 40 new customers
to be added into
Dynamics before
December 31st

**Premium settings for
chains** – KAM to define
chain prospects

Activity : Follow up
during the year

Timing – Jan 1st –
December 31st – 10
months to be measured

Activity

DUNILIN®

Execution Enduser

Action 1 Marketing

- Presentation Dunilin® with arguments – hygiene, premium – customer satisfaction

Action 2 Marketing

- Prepare flyer with the “new married couple” “The disposable linen napkin”
- Update presentation adopted to

Action Sales

- New Dunilin® to be the first choice for all customers
- Follow up on the “prospects” in Dynamics
- Upgrade / convert
- Hotels and FSR chains to be visited with the same arguments as Scandic

Execution Wholesaler

Action Marketing

- Flyers, presentation Dunilin® with arguments

Action WS

Follow up listings at
all WS
Joint visits

Activity

DUNILIN®

Follow up

Uppdateras

KPIs

1000 new customers and reach our budget in sales

Chains “premium settings for chains” (KAM)

Presented in monthly comments

Sales competition – per BU + individual

Activity

FOCUS EVOLIN[®]

Preparation

KPI : 40 new customers to be added into Dynamics before December 31st

Premium settings for chains – KAM to define chain prospects

Activity : Follow up during the year

Timing – Jan 1st – December 31st – 10 months to be measured

Activity

FOCUS EVOLIN[®]

Execution enduser

Action Marketing

Action Sales

- FOLLOW UP 40 prospects in Dynamics (Q1)
- Offer trials
- Upgrade / Convert
- Joint visits with WS

Execution wholesaler

Action Marketing

Action WS

- Secure that we have both reels in Dunicel[®] and Evolin[®] listed
- Offer trials
- Joint visits with Duni AM's

Activity

FOCUS EVOLIN[®]

Follow up

KPIs
1000 new customers and
reach our budget in sales
Chains “premium settings for
chains” (KAM)
Presented in monthly
comments
Sales competition per BU and
individual – common Nordic

Uppdateras

Activity

FOCUS LED

Preparation

Activity: Replace oil lamps
Define present customers
that we can sell both LED
and living candles to, define
new customers not allowed
to use living candles

Timing: Jan 1st – December
31st (10 months activity)

Activity

FOCUS LED

Execution Enduser

Action Sales

- Identify target customers
 - Having occasions / areas where not living candles are to be used
- Oil lamp customers – convert
- Non candle buying customers

Execution Wholesaler

Action 2 Marketing

- Updated sales material for our wholesalers /

Action WS

- Introduce – have in assortment – web portals shop in shop
- Joint activity with most loyal WS

Activity

FOCUS LED

Follow up

- 1000 new customers and reach our budget in sales
- Sales competition with other focus segments – BU and individual

Activity

FOCUS PROFILE PRINT

Preparation

KPI

- Convert, upgrade customers during the activity period
- Customer service repeat orders

Activity

PP Blitz towards new customers

Timing

Jan 1st – December 31st
(10 months activity)

Activity

FOCUS PROFILE PRINT

Execution enduser

Action 1 Marketing

- Prepare material for on line tool – education on sales conference in January 2010

Action Sales

- Use the W2P tool
- Upgrade present customers or take from competition
- Follow up repeat orders via Camunda - CS

Action 2 Marketing

- Updated flyer to hand out for the AM's as well to be used for WS if they want to make an

Action Sales

- PP Blitz – only new customers to be visited – special offer
- Customer service to follow up on repeat orders via Camunda
- Easy Fairs in SE and FI

Activity

FOCUS PROFILE PRINT

Follow up

KPIs

10 % increase in
total PP business

Gamification 1-6/2019

Gamification 2019 (Individual competition)

Country specific	Yes
Measurement	New wallet lines in CRM ("marked is a new business") 3 points for Dunilin, 3 points for Evolin, 2 points Dunisoft Design, 1 points for LED
Measurement period	Centrally: Jan-June
Result reporting	Every month
Reward	Trip (similar like 2018)
Timing reward	Sept 2019

Gamification 1-6 2019 /henkilökohtainen

- **Uudet** lompakonrivit seuranta-ajalla
 - Evolin (3 pistettä)
 - Dunilin, myös PP (3 pistettä)
 - Dunisoft design (2 pistettä)
 - LED & lamput (1 pistettä)
- **Palkinto: matka syyskuussa**



Team Reward

Based on the country **CB1 Jan-June on “premium” products.**

Due to the changes in our assortment taken place for both TC and napkins we will include Dunisoft, Dunilin, Evolin, Dunicel and LED (including accessories belonging to the LED CPG2) in the measurement.

The reward will be a percentage of the increase in CB1 (paid out from index 101) **to be spent on a team event.**

Below the scale:

- Index 101 1,0%,
- Index 102 1,5%
- Index 103 2,0%
- Index 104 2,5%
- Index 105 3,0%

- (The data will be taken from QV in LOC (with currency adjusted COGS in case euro is not the currency).



Gamification 1-6 2019 /tiimi

- Myyntikatteen (CB1) kasvu tuoteryhmissä
 - Evolin
 - Dunilin
 - Dunisoft
 - Dunicel
 - LED & lamput
- **Palkinto: kasvusta %-osuus käytetään tiimi-tapahtumaan**
 - Index 101 1,0%,
 - Index 102 1,5%
 - Index 103 2,0%
 - Index 104 2,5%
 - Index 105 3,0%



Myynnin bonusohjelma 2019



Account Manager



Total max 20% of salary, devided as below:

- **6% EBIT TT Finland** as reported in currency neutral P&L
 - Base = LY
 - 100% = +5% vs budget
- **6% GP1 TT Finland** as reported in currency neutral P&L
 - Base=LY
 - 100%=+5% vs budget
- **8% New customers on Dunilin/Evolin/LED in CRM. Dunisoft design is included**
 - Base=20 new customers/quarter
 - 100%=50 new customers/quarter
- Payment: quarterly



Yhteensä max 20% palkasta, jaettuna seuraavasti:

1. 6% EBIT Table Top Suomi

- Lähtötaso = 2018
- 100% = +5% vs budjetti

2. 6% GP1 (myyntikate) Table Top Suomi

- Lähtötaso=2017
- 100%=+5% vs budjetti

3. 8% Uudet Dunilin/Evolin/LED asiakkaat CRMssä. Kuviolliset Dunisoftit lasketaan mukaan.

- Lähtötaso=20 uutta asiakasta/kvartaali
- 100%=50 uutta asiakasta/kvartaali

- Maksu kvartaaleittain
- EBIT ja GP1 kurssisiivotusta tuloslaskelmasta



Key Account Manager



Bonus scheme KAM Finland

SUMMARY

- 10% EBIT Table Top Finland
- 10% GP1 Table Top Finland
- Annual payout



KAM – EBIT Finland

10% EBIT

- EBIT as reported as reported in the currency neutral P&L
 - EBIT TT Finland
 - Baseline is Last year's outcome
 - Target for 100% payout is 5% above Master Forecast
 - Share of bonus: 50 % of total bonus (10% of the salary)

KAM – GP1 Finland

10% GROSS PROFIT 1

- GP1 as reported in the currency neutral P&L
 - GP1 TT Finland, all products
 - Baseline is Last year's outcome
 - Target for 100% payout is 5% above Master Forecast
 - Share of bonus: 50 % of total bonus (10% of the salary)



Kiitos!

AM: Evolin & Dunilin prospektit (max 20 min/AM)

- Esittele omat prospektilistasi:
 - 40/Dunilin
 - 40/Evolin
- Miksi valitsit nämä prospekteiksi? Mitä potentiaalia näet niissä?
- Miten lähdet näitä “metsästämään”, millä keinon?
- Rohkaise kollegoja antamaan vinkkejä ja neuvoja sinulle 😊



KAM: fokus Evolin & Dunilin ketjuissa (max 40 min/KAM)

- Tavoitteena “läpimurto” Evolinille ja Dunilinille vuonna 2019: mitä ketjuja yrität?
 - Mitä potentiaalia näet näissä ketjuissa?
 - Miten lähdet näitä “metsästämään”, millä keinoin?
- Mitkä aktiviteettisi tukuissa tukevat tätä?
- Rohkaise kollegoja antamaan vinkkejä ja neuvoja sinulle 😊
- Muuta KAM -asiaa

