



We Bring Your Fashion Dreams To Life

QUESTIONS To Ask Your Sales Rep

1. What is your commission rate?
2. How many lines do you carry?
3. Do you have contacts with the majors or only boutiques?
4. Do you go on the road during slow season?
5. Do you have a showroom fee?
6. Where is your biggest account base?
7. What is your best line and why?
8. How many lines do you carry?
9. Which trade shows do you attend?
10. How many appointments do you typically get for markets?
11. When are your market weeks/weekends?
12. Are designers allowed/encouraged to attend market week or weekends or attend tradeshow?

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