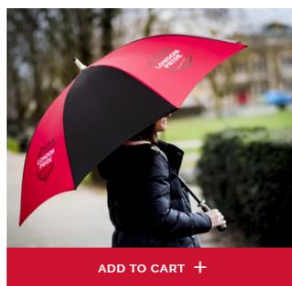


Seconde partie de l'épreuve**FULLER'S BREWERY GIFTS AND ACCESSORIES**

London Pride Bottle Opener  
Key Ring  
£3.95



London Pride Golf Umbrella  
£25.00



Fuller's Jute Bag  
£6.50



London Pride Notebook  
£12.95



London Pride Polo T-Shirt  
£15.00



Frontier Rubber Backed Bar  
Runner  
£9.95



London Pride Rubber Backed  
Bar Runner  
£9.95



London Pride PVC Bar Runner  
£12.50

**Situation**

You are a sales rep for Fuller's Brewery. Your task is to present Fuller's gifts and accessories to various cafés and restaurants in Paris who sell Fuller's Beer.

This afternoon you have a meeting set up at "The Frog and Rosbif" in Bercy. Plan your presentation to help the manager make his selection among your products. They can be for his establishment or for his customers.

Use the following hints to prepare your meeting:

- Match the gifts to the client's needs
- Suggest bulk orders or mix and match products
- Imagine the special offers you could make.