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# The Sales Force Dilemma



# Agenda

## 1. History

Background

Timeline

Current Sales & Figures

Current Sales Structure

## 2. Problems

Brand Issues

Challenges

## 3. Problem Statement

SWOT

## 4. Solution

## 5. Looking Forward

Short and long term focus



# Lawn & Garden Care



# Battery & Lighting



# Pet Supply



# Shaving, Grooming & Hair Care Products

