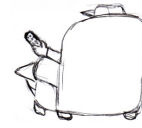


The Extra Point



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The August "Top"s:

- Top Sales Reps of the Month:
 1. Barry F. - *congrats!*
 2. Lynda T. - *congrats!*
 3. Steve O. - *congrats!*
- Top Sellers of the Month:
 1. Ole Miss Rebels
 2. Mississippi Bulldogs
 3. Alabama Crimson Tide
- Top Sellers of All-Time:
 1. Georgia Bulldogs
 2. Auburn Tigers
 3. Clemson Tigers

Good Thinking! WAY Outside The Box:

This is a small sample of locations where we are currently being sold thanks to our Reps (that's you!) stepping outside of the traditional mindset of gift stores and bookstores:

- Beauty Shops
- Car Dealerships
- IHOP (Yes, the actual restaurant!)
- Music Association
- Electric Supply Store
- Doctor's Office
- Dentist Office
- Fireplace Accessory Store
- Candy Shop

from Slynn's corner ...

First of all, THANK YOU!

This year, we are continuing to see growth that we cannot explain other than God and you!

We are so incredibly blessed by an outstanding group of Sales Reps (*that's you!*) who are willing to represent our unabashedly Christian devotionals and get them into resellers hands.

As you go through the day, know that our office staff lifts you up in prayer for your safety as you travel, but also that you will be led by God to the places that He has already prepared the heart of the buyer to be receptive. We *don't* want to be everywhere, and we *do* want to be anywhere—the difference to us is where God wants us to be. We ask that doors be closed to 'wrong' locations and that doors fling open wide at the 'correct' locations. Upon first thought, one may think that refers to Christian-owned locations, but contrarily, we've found that there is a hungry heart out there for God's word through sports



devotionals in some pretty surprisingly secular locations (*see Good Thinking! Way Outside The Box*, left).

Wherever we are, all we can say, again, is THANK YOU! *"I always thank my God for you because of his grace given you I Christ Jesus."* 1 Corinthians 1:4

Love & blessing to you all.

What Are Your Needs / Comments?

We want to hear from you and your customers.

- If your customers are bragging about their sales, let us know! We are adding a new testimonial page to our pub-

lic website. This also includes pictures of our books in stores. Our customers have started sending us photos when they see our books when they are traveling!

- If you see needs or have suggestions, we'll listen.
- If you'd like to submit something to include in the monthly newsletter, send it to us!

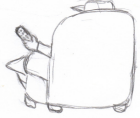
Extra Point Publishers

P.O. Box 871
315 Hampton Court Ext.
Perry, GA 31069

Phone: 229.529.2032
Fax: 478.218.0306
contact@extrapointpublishers.com



Have fun. Have faith. Go God!
Proverbs 30:8



Mikara's Mentions:

- Remember, if you are setting up a new "Net 30" account, you must send credit references.
- A Sales Tax ID number is **required** for all customers—this is NOT the same as the Federal Tax ID. Otherwise, we have to charge them tax. Yuck!
- Thank you to all of you who help me out in my ongoing learning process! You've made my life easier the way you've handled situations! Thanks!

Prayer Concerns:

- Debbie Hawkins, (Rep), strength
- Donna Brown (Rep), praise & healing
- Tammy Richardson (Customer), healing

"With this in mind, we constantly pray for you, that our God may make you worthy of his calling, and that by his power he may bring to fruition your every desire for goodness and your every deed prompted by faith." Thessalonians 1:11

Who Are We & What Do We Do Here?



Welcome. All New Reps!

We want to welcome our newest Sales Rep group: *Western Reps, Inc.* We pray that representing us will not only be financially rewarding, but especially spiritually rewarding, and that you'll be given that golden opportunity to witness for Jesus Christ in your travels.

A few reminders for all Sales Reps:

- Earn bonuses monthly at \$2500 in "Shippable" sales
- All forms and display photos, our company calendar, announcements and **MOST IMPORTANTLY** current listings of our accounts by state (then city) are available on the Sales Rep Web Site



<http://site.edmcminn.com>. To access this site, you must use the user name "gogod" and the password "proverbs308".

- PLEASE DO **NOT** pre-sell books that are NOT listed on our current brochure. Although we encourage pre-sells of upcoming releases, we will not accept orders for books that are not on the current schedule. This gives our customers false hope

and leads to disappointment when the books they ordered are not going to be released for a couple of years, if not for several years. At one book at the time, we are back-logged for a while. Sorry!

- A **minimum first** order is 20 books (\$150.00).
- We 100% guarantee the sale of our books. If your customer is not pleased, they may return the books **within** 6 months for a full credit.
- Shipping is free on all orders of 44 or more titles shipped to a single location if the invoice is paid at time of order or within 30 days.

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