

THE EXTRA POINT



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From Slynn ...

- AFLAC** - We would like to extend the opportunity for our employees and reps to purchase supplemental insurance at a reduced group rate. Attached in this newsletter is a brochure listing what is available and the price sheet. If you would like to participate or would like more information, please let our office know.
- We now have **THREE** second volumes (UGA, USC, & AU). If you sold the first volume, the second volume should be an easy, quick order.
- Please help your customers **STOCK UP** on their inventory to get the current prices. Of course, they can choose to go ahead and implement the new retail price at their discretion, but our recommendation is July 1st. The more they buy now, the better their profit margin effective July ongoing. (Note: I believe the original flyer has incorrect prices, so please make sure to use the flyer attached in this newsletter and also always available on the **Sales Rep Web Site**.)
- One of our best seasons is upon us now: **GRADUATION & FATHER'S DAY**.
- Office Staff** - Just to update everyone of our office staff serving you:

- Sandra Faircloth, Accounts Manager & Customer Service - Sandra is your first stop for any and all customer account-related questions and for placing or checking on orders, backorders, returns, and samples.
- Tiffany Snyder, Public Relations & Customer Service - Tiffany handles our publications (including newsletters), forms, & PR/advertising (including donations, fundraising, etc.).
- Barry Fannin, Sales Manager - Barry is your first stop for all sales-related questions and concerns. He sets current specials, Sales Rep incentives, and hiring of new reps.

"Increase Your Profit Margin" Specials

April 1st - June 30, 2013

Customer Specials:



Book Specials

- Purchase 23 books and receive one free (\$14.95 value)
- Purchase 40 books and receive two free (\$29.90 value)
- Purchase 56 books and receive four free (\$59.80 value)

Display Incentives



- Purchase one Double Tier Book Display (Acrylic) \$ 10
Receive one free book (\$14.95 value)
- Purchase one 12-Pocket Rotating Display (Wire) \$ 45
Receive three free books (\$45 value)
- Purchase one 24-Pocket Rotating Display (Wire) \$ 100
Receive seven free books (\$105 value)

Sales Rep Incentives:

"New Account" Rep Incentive:

Open 7 or more new accounts **per month**, and receive a \$50 gas card.

"Ongoing" Incentive:

Remember: you receive an **EXTRA** 10% commission in all months that shippable sales exceed \$2500.

Regardless of any specials being offered, if a customer has any single order shipping to one location of 200 or more books, beginning with that order, their lifetime discount percentage off the suggested retail price {SRP} is listed below accordingly. (e.g., If a customer places one order of 250 or more books shipping to one location, beginning with that order, their lifetime percentage discount off SRP is 54% - for life.)

Price Increase eff. July 1, 2013

**** New Retail Price eff. July 1st: \$15.99 ****

- ⇒ 1-199 = 50% (\$7.50 current, **\$8.00 eff. 7/1/13**)
- ⇒ 200-249 = 53% (\$7.00 current, **\$7.50 eff. 7/1/13**)
- ⇒ 250-499 = 54% (\$6.85 current, **\$7.35 eff. 7/1/13**)
- ⇒ 500+ = 55% (\$6.7275 current, **\$7.20 eff. 7/1/13**)

*** Must be shipped to one location ***

*** Not accumulative—one order must equal minimum ***

Releasing this July: Discounted Two-Volume Set.



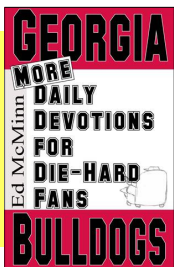
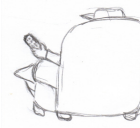
Special discounted retail price \$24.99!
(Regular retail price \$31.98—savings of \$7.)
***Wholesale price \$12.50**

Extra Point Publishers

P.O. Box 871
 315 Hampton Court
 Perry, GA 31069
 Phone: 478-224-FANS (3267)
 Fax: 478.218.0306
 contact@extrapointpublishers.com

We're on the Web !
<http://www.die-hardfans.com>
 (for customers)
<http://site.edmcminn.com>
 (for Sales Reps only)

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



We hope you all are as excited as we are about this upcoming 2nd volume Georgia Bulldogs edition. Guess what? It's almost here! So go ahead and start pre-selling to all those UGA fans out there. We'll be shipping these out by mid May.

Reps, meet Barry Fannin,
 our *FANTASTIC* Sales Manager.

Do you have sales questions? Do you need information? Barry is here for you! No need to play phone tag with the office. He knows ALL the answers and can make decisions!

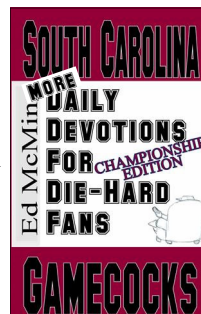
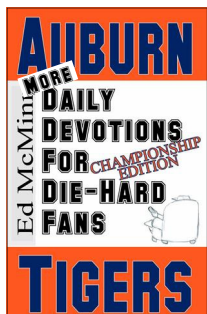


Just A Reminder...

- Our **minimum FIRST order** with new customers is **20 books**. We still have reps sending in first time orders with less than the minimum amount.
- Be sure to include a **credit sheet or credit card information** for new accounts. We cannot process orders without this information.
- Please note that shipping prices went up in January. Encourage your customers to purchase more books per order to help them save on shipping costs. It can add up to a savings as much as \$0.50 per book.
- Please help us get email addresses, website, Facebook, and Twitter information from your customers. We want to help them advertise by linking our website, Facebook, and Twitter with theirs.

Don't forget about our latest releases!

Although they are titled as "Championship" volumes, they are actually **second volumes** with **completely different devotional stories** than first or "Classic" volumes. We have received a very positive response from customers about these books and are selling the new volume easily two-to-one over the classic edition. Please help promote these second volumes!



Connect with us.



@Die_Hard_Fans



facebook.com/
 ExtraPointPublishers

EXTRA CREDIT

The prophet Balaam was spoken to by which animal?

Email, fax, or call in your answers for an extra \$3.00 added on to your commission.

**Stock Up Now Before
July 1st Price Increase**

Increase Your Profit Margin

**Pay less now—
Sell for New Price then.**

More for You!

Order BEFORE July 1st to receive these rates:

- ⇒ 1-199 = **\$7.50 each current**, \$8.00 eff. 7/1/13
- ⇒ 200-249 = **\$7.00 each current**, \$7.50 eff. 7/1/13
- ⇒ 250-499 = **\$6.85 each current**, \$7.35 eff. 7/1/13
- ⇒ 500+ = **\$6.7275 each current**, \$7.20 eff. 7/1/13

**** New Retail Price eff. July 1st: \$15.99 ****

Don't forget about our FREE book specials!

- Purchase 23 books and receive **one** free (\$14.95 value)
- Purchase 40 books and receive **two** free (\$29.90 value)
- Purchase 56 books and receive **four** free (\$59.80 value)

**New 2nd
Volume
Releases!**



**All NEW
Devotions
& Stories!**



Display Stands? We have them!

- ♦ Purchase one Double Tier Book Display (Acrylic) and receive **one** free book (\$14.95 value)
- ♦ Purchase one 12-Pocket rotating Display (Wire) and receive **three** free books (\$45 value)
- ♦ Purchase one 24-Pocket Rotating Display (Wire) and receive **seven** free books (\$105 value)

**Coming
Soon:**



Keep an eye out for this upcoming 2nd Volume release. Sure to be a hit with all those 1st volume Georgia Bulldog fans.

Extra Point Publishers

Phone: 478.224.FANS
Fax: 478.218.0306
contact@extrapointpublishers.com

We're on the Web!
die-hardfans.com



@Die_Hard_Fans

facebook.com/
ExtraPointPublishers



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



EXTRA POINT PUBLISHERS



Daily Devotions for Die-Hard Fans

P. O. Box 871 (315 Hampton Court) Phone 478.224.FANS (3267)
Perry, GA 31069-0871 Fax 478.218.0306
www.die-hardfans.com contact@extrapointpublishers.com

Suggested Retail Price (all books) = \$14.95, \$15.99 eff. 07/01/13

**Minimum initial order = 20 titles*

Stock Up Now Before July 1st Price Increase

"Increase Your Profit Margin" Specials

Pay less now—Sell for New Price then.

More for You!

April 1st – June 30th, 2013

Purchase 23 books and receive one free (\$14.95 value)

Purchase 40 books and receive two free (\$29.90 value)

Purchase 56 books and receive four free (\$59.80 value)

Display Incentives

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Purchase one 24-Pocket Rotating Display (Wire) \$ 100

Receive seven free books (\$105 value)

Now Available:

*Alabama Crimson Tide, Arkansas Razorbacks, Auburn Tigers, More Auburn Tigers, Clemson Tigers,
Duke Blue Devils, Florida Gators, FSU Seminoles, Georgia Bulldogs, More Georgia Bulldogs,
Georgia Tech Yellow Jackets, Kentucky Wildcats, LSU Tigers, Michigan Wolverines,
Mississippi State Bulldogs, NASCAR, NC State Wolfpack, North Carolina Tar Heels,
Ohio State Buckeyes, Oklahoma Sooners, Ole Miss Rebels, South Carolina Gamecocks,
More South Carolina Gamecocks, Tennessee Volunteers, Texas Longhorns,
Texas A&M Aggies, Virginia Cavaliers, Virginia Tech Hokies*

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SAN #855-4129

P.O. Box 871; 315 Hampton Court

Perry, GA 31069-0871

To Place Orders by Telephone

478-224-FANS (3267), 9:00 a.m. – 5:30 p.m. EDT/EST Monday – Thursday

To Place Orders by Fax

478-218-0306 (24 hours a day)

To Place Orders Online

<http://www.die-hardfans.com> (24 hours a day)

To Place Orders via E-Mail

contact@extrapointpublishers.com (24 hours a day)

Customer Service

478-224-FANS (3267), 9:00 a.m. – 5:30 p.m. EDT/EST Monday – Thursday

Suggested Retail: \$14.95 (eff. 07/01/13 - \$15.99)

Wholesale: \$7.50 (eff. 07/01/13 - \$8.00)

Volume discounts available for orders of 200+

200-249	✓ 53% Discount	\$7.00, (eff. 07/01/13 - \$7.50)
250-499	✓ 54% Discount	\$6.85, (eff. 07/01/13 - \$7.35)
500+	✓ 55% Discount	\$6.7275, (eff. 07/01/13 - \$7.20)

Extra Point Publishers is a publishing company specializing in devotional books for sports fans. Our aim is to “take faith into the real world; to reach sports fans with a Christian message in unexpected, but familiar places.” We seek to glorify God through the publication of books that invite people to consider the presence and purposes of God in areas of their life outside of traditional worship.

Now Available & Coming Soon:

Alabama Crimson Tide, Arkansas Razorbacks, Auburn Tigers, More Auburn Tigers, Clemson Tigers, Duke Blue Devils, Florida Gators, FSU Seminoles, Georgia Bulldogs, More Georgia Bulldogs, Georgia Tech Yellow Jackets, Kentucky Wildcats, LSU Tigers, Michigan Wolverines, Mississippi State Bulldogs, NASCAR, NC State Wolfpack, North Carolina Tar Heels, Ohio State Buckeyes, Oklahoma Sooners, Ole Miss Rebels, South Carolina Gamecocks, More South Carolina Gamecocks, Tennessee Volunteers, Texas Longhorns, Texas A&M Aggies, Virginia Cavaliers, Virginia Tech Hokies

INDIVIDUAL POLICIES

HIGHLIGHTS

SHORT-TERM DISABILITY

Policy Series A57600

In the case of illness or injury, it helps your employees maintain their standard of living and helps them pay bills.

- Selection of:
 - Monthly benefit amount
 - Elimination period
 - Benefit period
- Guaranteed-renewable to age 75

- Benefits paid directly to your employees unless they choose otherwise
- Benefits paid regardless of any other insurance

LIFE

Policy Series A64000

Provides term or whole life insurance.

- Can provide up to \$250,000 of whole life insurance or term life insurance
- Waiver of Premium Benefit
- Accelerated Death Payment

- Optional Spouse and Child Term Life Insurance Riders
- Optional Accidental-Death Benefit Rider

HOSPITAL CONFINEMENT INDEMNITY

Policy Series A46000

Helps with the noncovered expenses of a hospital stay.

- Annual Hospitalization Confinement Benefit
- Daily Hospital Confinement Benefit
- Surgical Benefit

- Rehabilitation Unit Benefit
- Invasive Diagnostic Exams Benefit

~~HOSPITAL CONFINEMENT SICKNESS INDEMNITY~~

~~Policy Series A-45000~~

~~*Provides a physician feature that helps cover sickness, accident, and wellness visits in addition to the plan's basic sickness-only benefits.*~~

- ~~• Physician Visits Benefit~~
- ~~• Initial Hospitalization Benefit~~
- ~~• Major Diagnostic Exams Benefit~~

- ~~• Surgical Benefit~~
- ~~• Hospital Confinement Benefit~~

DENTAL

Policy Series A82000

A portable, no-deductible plan that offers freedom of choice and no coordination of benefits.

- No network restrictions
- Portable
- Guaranteed-renewable
- Pays regardless of any other insurance your employees have

- No deductible
- Easy to understand

VISION

Policy Series VSN100

Helps defray the cost of regular eye exams and treatment of eye diseases.

- Eye Examination Benefit
- Vision Correction Benefit
- Specific Eye Diseases/Disorders Benefit

- Eye Surgery Benefit
- No network restrictions

HOSPITAL INTENSIVE CARE

Policy Series A18400

Helps cover expenses related to confinement in a hospital intensive care unit (ICU).

- Daily Hospital Intensive Care Unit Confinement Benefit
- Daily Step-Down Intensive Care Unit Confinement Benefit

- Ambulance Benefit
- Major Human Organ Transplant Benefit

ACCIDENT

Policy Series A35000

Helps provide a financial cushion if an accident occurs.

- Emergency Treatment Benefit
- Specific-Sum Injuries Benefit
- Accidental-Death Benefit

- Initial Hospitalization Benefit
- Hospital Confinement Benefit

CANCER/SPECIFIED-DISEASE

Policy Series A78000

Helps with medical expenses related to cancer treatment.

- Initial Diagnosis Benefit
- Hospital Confinement Benefit
- Radiation and Chemotherapy Benefits
- Surgical/Anesthesia Benefit

- Ambulance, Transportation, and Lodging Benefits
- Cancer Wellness Benefit

LUMP SUM CRITICAL ILLNESS

Policy Series A72000

Provides a single cash benefit to your employees if they're diagnosed or treated for critical illness events.

- Pays a lump sum benefit up to \$30,000 for a critical illness event: heart attack, stroke, coma, paralysis, major human organ transplant, end-stage renal failure

- Pays a benefit for a recurrence of the same critical illness event or an occurrence of a different critical illness event with no lifetime maximum

CRITICAL CARE AND RECOVERY (SPECIFIED HEALTH EVENT)

Policy Series A71000

Helps with the medical expenses related to a covered serious health event.

- Pays a First-Occurrence Benefit, as well as Hospital Confinement and Continuing Care Benefits for heart attack, stroke, sudden cardiac arrest, coronary artery bypass

- surgery, end-stage renal failure, major human organ transplant, major third-degree burns, coma, paralysis

AFLAC HELPS YOU

YOUR EMPLOYEES

deserve benefits that work just as hard for them as they work for you. And by adding Aflac to your benefits package, you can help your employees protect what matters most to them.

\$9,788

The average hospital expense, adjusted per inpatient stay.¹

39.4 million

The number of visits to hospital emergency departments due to injuries in 2007.²

1-in-2

The lifetime risk of U.S. men for developing cancer.

For women the risk is a little more than one-in-three.³

PROTECT YOUR EMPLOYEES' INCOME

Like most people today, your employees rely heavily on their paychecks. So, what happens if they get sick or hurt and have to be out of work for an extended period—without a regular income?

By offering individual insurance policies from Aflac, you'll be helping employees get cash benefits—that can be used to help cover rent, groceries, and other daily living expenses—if they're out of work.

And the best part is you can offer your employees these benefits with no direct cost to you or your company.

INDIVIDUAL PRODUCTS

- Short-Term Disability
- Life

SUPPLEMENT YOUR MAJOR MEDICAL PLAN

You may already offer major medical insurance to your employees. But in the event of an illness or injury, there may be out-of-pocket medical expenses that aren't covered by your major medical coverage. Our insurance policies are designed to help with those too.

Which means your employees can use those cash benefits to help with unexpected medical expenses and daily living expenses.

INDIVIDUAL PRODUCTS

- Hospital Confinement Indemnity
- Hospital Confinement Sickness Indemnity
- Dental
- Vision

HELP YOUR EMPLOYEES HOLD ON TO WHAT'S THEIRS

If one of your employees has a serious accident or illness, that family's finances could be impacted. Medical expenses can quickly eat into savings. Individual insurance policies from Aflac let employees protect what they've worked hard for with cash benefits to help cover the costs of everyday life.

INDIVIDUAL PRODUCTS

- Accident
- Cancer/Specified-Disease
- Critical Illness
- Specified Health Event

AFLAC HOSPITAL ADVANTAGE ESSENTIALS - Series A49100

Age	Individual	One Parent Family	Insured/Spouse	Two Parent Family
18-75	\$4.32	\$5.76	\$6.12	\$6.87

AFLAC HOSPITAL ADVANTAGE ESSENTIALS - Series A49200

Age	Individual	One Parent Family	Insured/Spouse	Two Parent Family
18-75	\$6.06	\$9.06	\$9.78	\$11.13

AFLAC HOSPITAL ADVANTAGE ESSENTIALS - Series A49300

Age	Individual	One Parent Family	Insured/Spouse	Two Parent Family
18-75	\$7.83	\$10.89	\$12.75	\$14.07

AFLAC HOSPITAL ADVANTAGE ESSENTIALS - Series A49400

Age	Individual	One Parent Family	Insured/Spouse	Two Parent Family
18-75	\$9.96	\$13.14	\$16.77	\$17.25

AFLAC HOSPITAL ADVANTAGE PREFERRED - Series A49100

Age	Individual	One Parent Family	Insured/Spouse	Two Parent Family
18-75	\$7.23	\$9.81	\$10.71	\$12.12

AFLAC HOSPITAL ADVANTAGE PREFERRED - Series A49200

Age	Individual	One Parent Family	Insured/Spouse	Two Parent Family
18-75	\$8.97	\$13.11	\$14.37	\$16.38

AFLAC HOSPITAL ADVANTAGE PREFERRED - Series A49300

Age	Individual	One Parent Family	Insured/Spouse	Two Parent Family
18-75	\$10.59	\$14.94	\$17.37	\$19.35

AFLAC HOSPITAL ADVANTAGE PREFERRED - Series A49400

Age	Individual	One Parent Family	Insured/Spouse	Two Parent Family
18-75	\$12.75	\$17.19	\$21.36	\$22.53

DENTAL ESSENTIALS - Series A-82100R

		Premium	Total
18-70	INDIVIDUAL	\$5.55	\$5.55
18-70	ONE-PARENT FAMILY	\$9.72	\$9.72
18-70	INSURED/SPOUSE	\$9.78	\$9.78
18-70	TWO-PARENT FAMILY	\$14.01	\$14.01

VISION NOW - Series VSN100

Age	Individual	One Parent Family	Insured/Spouse	Two Parent Family
18-39	\$3.21	\$5.28	\$5.05	\$6.67
40-49	\$4.36	\$6.09	\$7.36	\$8.61
50-70	\$6.55	\$7.59	\$11.28	\$11.52

Juvenile Whole Life Policy - Series A65JW0

Age	\$10,000.00	\$20,000.00	\$30,000.00
0	\$1.44	\$2.84	\$4.26
1	\$1.50	\$2.98	\$4.47
2	\$1.53	\$3.02	\$4.53
3	\$1.59	\$3.16	\$4.74
4	\$1.65	\$3.28	\$4.92
5	\$1.68	\$3.32	\$4.98
6	\$1.74	\$3.44	\$5.16
7	\$1.80	\$3.58	\$5.37
8	\$1.86	\$3.69	\$5.54
9	\$1.92	\$3.81	\$5.71
10	\$1.98	\$3.92	\$5.88
11	\$2.07	\$4.11	\$6.16
12	\$2.13	\$4.22	\$6.33
13	\$2.22	\$4.41	\$6.61
14	\$2.28	\$4.52	\$6.78
15	\$2.37	\$4.71	\$7.06
16	\$2.46	\$4.89	\$7.34
17	\$2.55	\$5.08	\$7.62

ACCIDENT INDEMNITY ADVANTAGE 24-HOUR LEVEL TWO - Series A-35200

	Premium	Total
18-49 INDIVIDUAL	\$6.12	\$6.12
50-70	\$6.12	\$6.12
18-49 HUSBAND WIFE	\$8.16	\$8.16
50-70	\$8.16	\$8.16
18-49 ONE-PARENT FAMILY	\$9.21	\$9.21
50-70	\$9.21	\$9.21
18-49 TWO-PARENT FAMILY	\$11.61	\$11.61
50-70	\$11.61	\$11.61

AFLAC CANCER CARE PLAN CLASSIC - Series A78300

	Premium	IDR* (1 unit)	DCR*	SDR*	Total
18-75 INDIVIDUAL	\$7.32	\$0.27	\$0.00	\$0.21	\$7.80
18-75 INSURED/SPOUSE	\$12.45	\$0.60	\$0.00	\$0.39	\$13.44
18-75 ONE-PARENT FAMILY	\$7.32	\$0.27	\$0.21	\$0.21	\$8.01
18-75 TWO-PARENT	\$12.45	\$0.60	\$0.21	\$0.39	\$13.65

IDR* = Optional Initial Diagnosis Rider (Series A-78050) premium 1-5 units

DCR* = Optional Dependent Child Rider (Series A-78051) premium

SDR* = Optional Specified Disease Rider (Series A-78052) premium