



## January Newsletter

### Happy New Year!

2013 is officially upon us! As we embark on this new year we here at P. Graham Dunn are excited to see what retail has in store. These past few years have been described as a bumpy road at best, but our attitudes remain positive and we will continue to push fearlessly forward.



This year we have big plans for the laser program as we continue to fine tune each and every part of it from displays, to product, to advertising. If you're at the shows this month, you'll get a small taste of what is to come. We hope you're as excited as we are for this new year, and we are looking forward to continuing our partnership and achieving success - TOGETHER!

### What's New?

New in our January introduction is this unique lithograph we're calling "Eye Chart." This piece is a great gift for weddings and anniversaries and can be personalized to feature the couple's first names, last name, and initial.

This is just one of our many new items, stop in at the shows to see what else is new!



SKU: ZBOB0011    W/S Price: \$15.50  
Size: 12" W x 16" H

## What's Coming?



Jigs, jigs, and more jigs! How am I supposed to keep track of all these things, much less keep them organized?

We've heard you and we're working on a solution. To the left you'll see our conceptual plan. We'll be providing a coding system that will correspond to the correct tray and row, allowing you to not only easily store your jigs, but find them too!

**Thoughts?** We're listening - reply to this email with opinions and feedback.



### **P. Graham Dunn's 13th Annual Dealer Conference** **March 19th and 20th featuring guest speaker Wess Stafford**

Dr. Wess Stafford is the president and CEO of Compassion International, the world's largest Christian child development organization that releases children from poverty through one-to-one child sponsorship.

This year's conference will cover a number of laser topics including routine maintenance, advanced techniques, marketing, and even a LIVE session of Laser Engravings Pro!

[Save this link](#) to check in on updated conference info as it becomes available!



**Start your year off right by joining Laser Engravings Pro!**  
A Business Development Marketing Program Designed to Energize  
Personalization Sales

**Training**

Monthly live interactive online training webinar (recorded for later viewing)

**Collaboration**

Input, feedback and idea sharing with other program participants

**Support**

Customizable sales templates

Training tools, tricks, and tips

Online resource portal

Direct email

Webinar topics range from customer experience, to sales and marketing, to team development. Don't miss out on this great opportunity to enhance you laser business for only \$100/mo.

[Click Here to Sign Up](#)