

## MEETING AGENDA

### Logistics

Time:	9:00 am
Date:	13 September 2023
Meeting:	Monthly KAM Meeting

### Discussion

No	Discussion	Presenter	Status or comment
1	Promotional items/strategy	Leani  KAMS	<ul style="list-style-type: none"> <li>• Opens floor for each KAM to express their view on promo items and gifting strategy for 2024</li> <li>• <b>Blouberg</b>- Claudia mentioned giving a little goodie bag with legal updates every month or second month.</li> <li>• <b>Sandton</b>- Vanessa mentioned giving welcome packs at first logbook session and involved with Pam Golding show day. Prefer spending money on face to face networking sessions.</li> <li>• <b>Helderberg</b>- Dillon felt we need more variety in terms of more functional and seasonal promo items. Would like to give out more premium gifts quarterly year.</li> <li>• <b>Claremont</b>- Heidi request x 2 A gifts (R350) and x 2 B gifts (R250). Lauren added that she felt the little items is not a value add. And requested 3 items such as powerbank, travel mug and branded mug. Claremont kams requested regular posted notes, voucher envelopes and branded wooden hamper box.</li> <li>• <b>Tygervalley</b>- Karina requested sling leather bags and iPad bag. She felt we need to give more expensive gifts especially when working with more upmarket agency.</li> <li>• <b>Fourways</b>- Jaye found the small notepads very popular. Her suggestion was a presentation folder (mandates, branded stbb</li> </ul>

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2	MTB	Leani	<p>notepad and pen). Jaye requested key holder clips on handbag.</p> <ul style="list-style-type: none"> <li>Promo items – Diary, mug, travel mug and powerbank and smaller items. Leani will put together a questionnaire, circulate and everyone can vote.</li> </ul>
		Leani	<ul style="list-style-type: none"> <li>We need contact details of each sponsor. Simone will send out an email if you could please assist.</li> </ul>