



# 4 Industry Disruptors Distributors Need to Know

**Securing sales opportunities and making your services stand out is more important than ever.** There are simple ways to do it, but do you know about all of them? Uncover unexpected opportunities you should tap into to improve your business.

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## Disruption #1: High-Quality Retail Products, Lower Prices

Don't assume you can only recommend retail-quality products to big-budget clients. Suppliers such as **KLM Promo Products** carry a wide variety of retail-approved promos for way less than you think. From **trending laptop backpacks to cutting-edge technology**, there's no shortage of affordable popular products you can provide to your customers. Let clients with less flexible budgets know they can still take advantage of benefits like **high-end**

**features and retail-inspired design**, which makes promos more likely to be kept for years.

**KLM Promo Products is proud to also offer retail-quality packaging**, a must for clients who will be dispersing packaged products to their audience. Don't miss this upsell opportunity and be sure to ask clients if they'd like to invest in the best packaging.

**KLM Promo Products Recommends:**



NEW for  
2020

### 15.6" Ultimate Everyday Laptop Backpack (KB9019)

This super-sleek modern backpack is made from high-quality materials and will keep tech safe with its anti-theft design.

**COUNSELOR**  
**2019** PRODUCT  
DESIGN

“FEATURED IN  
ADVANTAGES  
MAGAZINE”



### Ultra Slim Qi-Certified 10W & 7.5W Wireless Charger (KT2505)

As one of the thinnest charging pads on the market with fast charging speeds, this is a tech product every company should take advantage of.

✓ RoHS    FC    CE    5,000mAh



NEW for  
2020

### Ultra-Slim Aluminum 5,000 mAh Portable Charger Power Bank (KB6025)

Clients can choose from popular royal blue and rose gold hues to reach trend-conscious consumers.

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## Disruption #2: Big Supplier Benefits, Small Supplier Service

You don't have to work with a large supplier for a large product selection. You'll be pleasantly surprised to find that **many small to mid-sized suppliers carry tons of in-demand products** for way less than the big guys. For example, **KLM Promo Products** always maintains a large inventory level and is constantly restocking to service your clients' needs. And with **a host of decoration methods** to choose from (we're talking **pad print, screen print,**

**laser engraving, full-color digital and heat transfer**), there's no reason to confine yourself to one type of supplier.

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## **Disruption #3: Cutting-Edge Technology Promos**



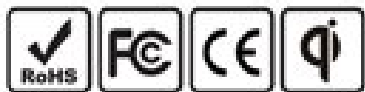
While it's true the promo industry is a step behind retail in some areas, that's not the case when it comes to technology. Just take a look at **KLM Promo Products**, which is able to **bring cutting-edge technology to market** as soon as it's available. Don't think these promos are cheap lookalikes, either. All items from this supplier come with **safety certifications**, so you can feel confident you're providing clients with the highest-quality tech around.

## KLM Promo Products Recommends:



### [Fast 10/7.5/5W Wireless Qi Charger Power Bank \(KB6023\)](#)

This promo is one of the fastest power banks for wired and wireless charging and is sure to be a hit with clients and end-users alike.



## Ultra-Slim Qi-Certified 15W/10W/7.5W Wireless Charger (KT2507)

This wireless charger is almost as thin as air and blends in with household décor effortlessly, so it's sure to be put on display.



## True Wireless Stereo Earbud Headphones With Charging Case (KT3006)

Wired earbuds are so last year. Help your clients reach young audiences with these high-tech music essentials.

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## Disruption #4: Assistance That's Always Available

**Sometimes it's the smallest details that matter most.** With changes in our social and economic landscape, simply having **your supplier open and ready to help** can be a game-changing service in and of itself. **KLM Promo Products** knows this, which is why staff has been coordinated to fulfill orders as they come in so **distributors like you won't be affected**. Because of these

services, you can have peace of mind and focus your efforts on securing new projects and sales, knowing your order is in good hands.

**KLM Promo Products, asi/65216**

To learn more, visit **KLMPromo.com** or call **(626) 962-5785**.

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