

my product guidelines for use



selling area fyi

What information do they provide?	What's the process for using them?	Where can I find them?	How long do I keep them?
<p>An at-a-glance look at the basic information you need to know in order to sell in a department</p> <p>Rated highly valuable by all Associates</p>	<p>During Scorecard & coaching conversations, for on-the-floor selling activities, at Store Rallies</p> <p>By scheduled selling area: FWT New & Seasonal Hires Transfers</p> <p>During New Hire Orientation and training</p>	<p>Shipped with Binders</p> <p>Copies at the Scoreboard</p> <p>My Macy's Portal @ L&D</p> <p>Insite</p>	<p>18 months or until told to discard</p>
<p>In-depth look at the most important information in each department; from sizing information to fabrication and cost differential. Critical information that can be used in the selling process</p> <p>Rated most valuable by Associates in areas that are not highly trend driven</p>	<p>During Scorecard & coaching conversations, for on-the-floor selling activities, at Store Rallies</p> <p>By assigned selling area: Incumbent Associates Specialists</p> <p>During New Hire Orientation and training</p>	<p>Shipped with Binders</p> <p>My Macy's Portal @ L&D</p> <p>Insite</p>	<p>36 months or until told to discard</p>
<p>A brief overview of who the vendor is, who their customer is and how to sell to them</p>	<p>During Scorecard & coaching conversations, for on-the-floor selling activities, at Store Rallies</p> <p>By assigned selling area: Incumbent Associates Specialists</p> <p>At vendor launches</p> <p>During New Hire Orientation and training</p>	<p>Shipped with Binders</p> <p>My Macy's Portal @ L&D</p> <p>New materials will be produced on as needed basis as new vendors are added</p>	<p>36 months or until told to discard</p>
<p>A look at the current trends and key items</p> <p>Most valued in high fashion, trend driven businesses</p>	<p>During Scorecard & coaching conversations, for on-the-floor selling activities, at Store Rallies</p> <p>By assigned selling areas & adjacent areas Incumbent Associates FWT</p>	<p>Some will be shipped with Binders</p> <p>My Macy's Portal @ L&D</p> <p>Produced monthly or quarterly depending on the merchandise</p> <p>New materials will be available through Demand Printing to new Store Color Printers</p>	<p>Retain 2 rolling quarters at all times</p>

what's new