

# Accente™ Tips!

The **Accente™** product line's products and contemporary color selections continue to generate high levels of customer interest! Here are some ideas for promoting these designer-color convenience accessories into all areas of your accounts . . .

## MAGNETIC MEMO BOARDS

Available in three sizes, these color-coordinated display boards permit temporary posting of all kinds of stuff . . . without the mess of tape goo or pushpin holes! More attractive than bulletin boards, they are PERFECT for just about EVERYWHERE: **RECEPTION AREA . . . WAITING ROOM . . . EXAM ROOM . . . OFFICES . . .** for memos, important announcements, pictures and reminders! **PATIENT ROOMS . . .** where the patient can post cards, letters and photographs! **NURSING STATIONS,** where memos, notes and reminders can be displayed! **HOUSEKEEPING . . .** chore lists and special requests! **FOOD SERVICE . . .** notices to staff! **MAINTENANCE . . .** Repair Orders! **EMPLOYEE LOUNGES . . .** Job postings; policy statements; meeting announcements! **CAFETERIA . . .** menus! **PHARMACY . . .** notices, warnings and pharma literature! **XRAY, LABORATORY, ADMINISTRATION, ACCOUNTING, EMERGENCY . . .** ALL departments will appreciate this useful accessory.

## VANITY SHELF

Ever go into an **EXAM ROOM** to find only one little hook on the wall? And you've got to find someplace for your overcoat, slacks, blouse or shirt, necktie, hat, pocketbook, keys, eyeglasses, cell phone, PDA . . . all KINDS of stuff. The **Accente™** Vanity Shelf provides a compact, attractive means where patients can NEATLY hang their clothing during their exam. Install a **Accente™ MIRROR** above the Vanity Shelf so patients can touch up makeup, comb their hair or adjust neckties after the exam.

The Vanity Shelf is also a convenient accessory in **XRAY, WAITING AREAS** and **EMERGENCY ROOMS,** and for use by employees in **REST ROOMS, LOCKER ROOMS** and **STAFF LOUNGES.**

## FILE & MAGAZINE RACK *(Door or Wall-mount)*

Everyone has a magazine rack in the waiting room but they are *really* needed in **EXAM ROOMS, REST ROOMS, NURSING STATIONS, BREAK ROOMS, CAFETERIAS** and **EMPLOYEE LOUNGES.** You might even suggest putting a few in the **CHAPELS** to hold bulletins, devotionals, announcements, etc.

## **UTILITY CART**

This uniquely versatile cart has a basket, a tub and a shelf built right into it. It can be used for mounting **MOBILE** medical equipment, **MOVING** supplies and requisitions or **DELIVERING** just about anything! It's compact, colorful and convenient . . . and very popular in **NURSING HOMES, CLINICS, INDUSTRIAL FIRST AID STATIONS** and **VETERINARY CLINICS**, and in small **PHYSICIAN, ENT, COLON & RECTAL** and **REPRODUCTIVE MEDICINE** practices. *Tip!* The "short" model, with a **PORTABLE ASPIRATOR** mounted upon it, fits in Patient First's under-the-counter cabinets!

These are just a few ideas about where to sell **Accente™**. Think creatively, and you'll find all kinds of opportunities to promote these products . . . in **ALL** your accounts. And don't forget the 'basics' . . .

**GLOVEBOX HOLDERS . . .**  
*In Single, Double or Triple!*  
**CHARTHOLDERS . . .**  
*Regular and Extra Deep!*  
**X-RAY FILM HOLDERS . . .**  
*Standard and Large Sizes!*  
**AED Cabinets . . .**  
*Distinctive, copyrighted design!*  
**EXAM LAMPS . . .**  
*The classic Giraffe™ lamp!*

If you come up with some especially creative selling tips, email them to [TIPS@phippsbird.com](mailto:TIPS@phippsbird.com) and we'll share them in a future edition of **Tips!** Likewise for new product ideas: Email your suggestions. If we add them to the **Accente™** line, we'll reward you!

Need more information or literature? Call us at 1-800-955-7621, x218.

# **Accente™**



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