

How Much For New Accounts?

The 42" kiosk bundle is **roughly \$3,000** - that's shipped and professionally installed in the store.

The software subscription (and support) is \$2,016 per year or \$200 month over month, and includes a kiosk license and a tablet license (or 2 tablet licenses).

What About Existing Accounts?

All existing customers are grandfathered in to their existing plans, starting at \$699/yr. Any devices they would like to add to their accounts will be added at their respective plan rate.

What Sizes Hardware Are There?

Consumer-facing kiosks are available in **22", 32", 42", and 46"**. The most popular size is the 42" large format kiosk. 22" kiosks are great additional units.

Nothing beats the “wow” factor of a 42" on the showroom floor.



What's Included In The Subscription?

The Ashley catalog:

- Account-Specific Product Line-Up
- Kitted and Grouped
- Fully priced (based on dealer's landed cost)
- Real-Time Inventory based on their DC
- Lead Collection for Remarketing
- Direct Express Designation (if they are an Express dealer)
- Technical Support 7 days a week via Phone, Email, Live Chat, Twitter, and Knowledge Base
- Customer Success Coach screenshare training on kiosk app, sales tips, and web backend

Basic Objection Handling



This is too expensive! *"Do you think you can sell one additional sofa per month off of the two devices? If yes, you have already made your money back. If not, this solution is probably not for you."*

I can show my website as a digital catalog. *"Put yourself in your customers' shoes. They went out of their way to come to your store and you show them something they can do from home. Does this sound like a great experience?"*

With Ashley on the kiosk I can't show my other brands! *"The question is: How much of your business is Ashley? (Or for new accounts: How much of your business SHOULD be Ashley?) If you're serious about selling Ashley, you need the kiosk and you will make your money back in no time."*

I don't want to do special orders - I want to sell what's on the floor! *"Do you think your customers are looking only for items that are on your floor? And once they can't find what they're looking for, do you think they will ever come back to your store? In today's day and age special orders aren't a "nice-to-have", they are a must if you want to satisfy your customers."*

Can A Dealer Source Their Own Hardware?

For tablets (handheld devices for associates), they can absolutely source their own iOS, Android, and Windows Surface tablets, as long as they are [compatible](#). For consumer-facing kiosks, as long as the dealer gets the exact SKUs that we certify, they can source hardware themselves. The reason why we only support certified hardware is that we want to be able to guarantee that a device is (and stays) compatible. And we can only ensure that on certified hardware.

Anything Else I Need To Know?

For all accounts that sign up for the annual plan and pre-pay for the year, we waive our account setup fee of \$250. Please also note that hardware is subject to tariffs effective Sep 1 2019 and December 2019. This will increase the kiosk bundles by a few hundred dollars.

How To Order?



You can get started by emailing sales@wondersign.com or they can visit the landing page at www.catalogkiosk.com and fill out the form at the bottom, so we can reach out to them. Also, there is an order form to get started at <http://wvndr.ws/start>

Dealers can also call **855-408-9966** to speak to a member of our sales team.