

# When you Love Shopping Centers, it Shows

Dedicated to Our Communities,  
Our Tenants and Our Customers



## How To Make 2021 Make up for 2020!

Please join us for this **FREE** webinar event hosted by Dan Jablons of Retail Smart Guys and sponsored by NewMark Merrill Companies, Inc. to help your business.

The Covid-19 pandemic made 2020 the most challenging year in recent history. Now, we need to figure out the steps we must take to rebuild the business and set it up for future success. Dan Jablons of Retail Smart Guys will share key strategies and techniques that every retailer should follow to make 2021's sales and performance turn 2020 into just a fading bad memory.

**WEBINAR DETAILS**  
**Tuesday, January 19th, 2021**  
**11am PT**

Please sign-up to attend the webinar via the link below. After you register, an email with the Zoom webinar login information will be sent for you to join on the day of the event.

<https://forms.aweber.com/form/41/575723241.htm>

**Retail Smart Guys** is the premier consulting company for independent retail. They work with retailers in 14 countries around the world and can help with things like Open to Buy, Inventory Planning, Marketing, Point of Sale, Vendor Negotiations, Employee Analysis/Sales Training, and Store Management.

Dan Jablons worked in retail while attending the Ohio State University, where he graduated with a Bachelor of Science in Marketing and Production. He has worked with retailers such as Walmart, Target, JC Penney, American Apparel, Betsey Johnson, Donna Karan, Jimmy Choo, Charles David, Diesel, Oakley, Tumi, Hollywood Bowl, and many others. He has worked for a clothing manufacturer where he piloted vendor-managed inventory programs, a leading point-of-sale provider (where he installed systems and provided merchandising help to retailers large and small) and internet

marketing (where he helped retailers establish a presence on the web.)

In addition to his vast retail background, Dan also has a background in improvisational theatre. He recently appeared on Curb Your Enthusiasm, and is often seen in national commercials. Dan combines his extensive knowledge of retail with his comedy skills to become one of the industry's most popular speakers. He has spoken at Magic, Surf Expo, at local municipal and trade show events, and many other venues.

Please feel free to reach out to us if you have any questions at this time. We look forward to you joining us and learning how you can be successful in 2021!



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**Another Shopping Center Managed by NewMark Merrill Companies**

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