

HER HANDBAGS

THE HOBO



- Unstructured and casual look
- Features a shoulder strap for comfort
- Also available with a removable crossbody strap (most styles)

THE TOTE



- Oversized “carry all” handbag for all of her essentials, including a laptop
- Features top handles and an open top
- May include a zip-top or snap closure

THE CROSSBODY



- Worn across the body
- Adjustable strap allows them to wear it at a comfortable length
- Many of our other silhouettes also come with an optional convertible crossbody strap

THE SATCHEL



- Medium-sized
- Features a top handle
- Has a removable crossbody strap
- Is commonly an east/west orientation

SKILL PRACTICE

1. Your guest is looking for a handbag for his wife. All he knows she doesn't like to carry her handbags on her shoulder. Help the guest find the perfect gift for his wife. Suggest complementary products, such as a wallet, that would work well with her bag selection.
2. A female guest is looking for a new handbag for everyday use. Engage your guest to help find a bag that best meets her needs. Don't forget to offer complementary items.



HER WALLETS



THE ZIP CLUTCH

- Our best-selling women's wallet
- Full zip-around closure for added security
- Great option for traveling



THE FLAP CLUTCH

- Our clutches are the largest of our wallets for her
- Flap clutch comes in a trifold or bifold shape
- Always has a flap closure instead of a zipper



THE TAB CLUTCH

- Smaller and slimmer than other clutches
- Offered as a bifold
- Has fewer credit card slots
- Perfect when they're trying to save room in their handbag, but still want a bigger wallet



THE MULTIFUNCTION

- Smaller flap clutch
- Holds coins and a few credit cards
- Comes as a trifold or bifold
- Select styles have a zip-around closure



THE BIFOLD

- Slimmer wallet
- Holds several credit cards and has a coin zipper
- Usually has a snap closure instead of a zipper
- Perfect for a crossbody or satchel because of the slim profile

SKILL PRACTICE

1. Your guest is looking for a clutch to carry at an upcoming evening event. Highlight the features and materials of various clutches to help your guest find the perfect clutch that fits her needs. Remember to offer suggestions to help complete her look.
2. A male guest is shopping for a gift for his wife. He knows she wants a clutch, and he mentions she can be hard on her handbags and wallets. Show the guest some options to help him find the perfect gift. Be sure to explain the features and benefits of the styles and materials you show him. Don't forget to suggest complementary products as well



HIS BAGS

THE MESSENGER



- East/West orientation
- Shoulder strap for comfort
- Fits a standard laptop and most have a padded sleeve to protect it
- Plenty of room and pockets for storage
- Select styles have a top handle for more flexibility

THE CITY BAG



- A smaller messenger designed as more of an urban day bag
- Crossbody strap for comfort
- East/West or North/South orientation
- Made to fit a standard tablet

THE WORKBAG



- Plenty of space for a laptop and daily essentials such as paperwork, cords, etc.
- Typically has a top handle and a zip-around closure
- Perfect for carrying a laptop everywhere and keeping it protected while staying organized

THE BACKPACK



- Several zip and slip storage pockets
- Most have a large padded compartment for up to a 15"
- Features a top handle and padded shoulder straps for a versatile carry

SKILL PRACTICE

1. Your guest is looking for a new bag for work. He wants to be able to carry his laptop, but he doesn't want anything too big. Talk to the guest to further understand his needs and help him find the perfect bag.
2. A female guest is looking for a new bag to give her husband for his birthday. Help her find the perfect gift and explain how the features connect with her needs. Suggest complementary products that would pair well with the bag.



HIS WALLETS



THE BIFOLD

- Our best-selling men's wallet
- Opens like a book
- Multiple credit card slots
- Select styles have a few hidden interior pockets for added security



THE FRONT POCKET

- The simplest, slimmest men's wallet we sell
- Designed purely to hold credit cards or small amounts of cash
- Select styles feature an internal or external money clip
- Variations include bifold, magnetic card case, zip coin, and card case



THE TRIFOLD

- Unfolds twice, giving it three compartments
- Select styles feature an ID window for easy viewing
- Execufold styles have an additional flip-up slot for cash or credit cards



THE EXECUTIVE

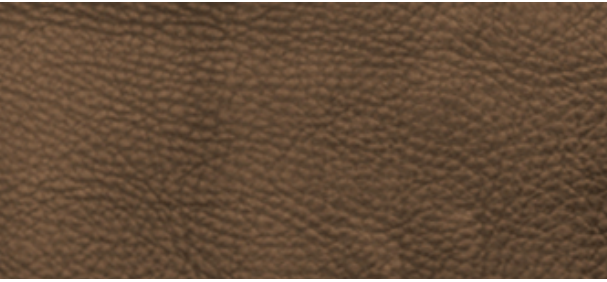
- A tall bifold designed to fit pretty much anything he wants to carry
- Select styles have a sleeve for a checkbook or cash and an internal zip coin pocket for added security

SKILL PRACTICE

1. A male guest is looking for a new wallet. He currently has a trifold but mentions that he wants to look into something slimmer. Explore some different wallet options with the guest to help him find the best fit.
2. Your guest is looking for a wallet for his brother's birthday. Talk to the guest to understand his needs and help him pick out the perfect gift. Don't forget to offer complementary items that would gift well with the wallet.



MATERIALS



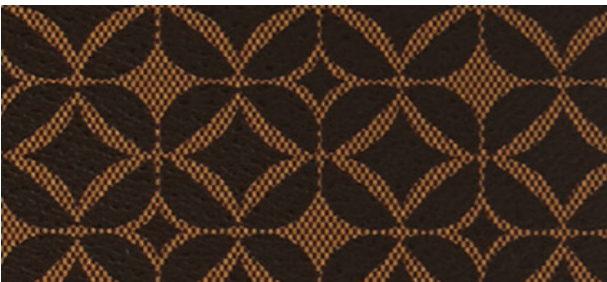
LEATHER

- What Fossil is best known for
- Has a unique texture and grain
- Variety of finishes and dyes add a distinct look
- Not waterproof and leather treatments should not be used
- Daily use will create a natural patina that makes the leather product one of a kind



NYLON

- Resilient and durable
- Smooth texture or a rugged feel depending on the weave
- Used in many ways - from sporty and lightweight to weighted and textured
- Takes color well, so appears in various seasonal shades throughout the year



PVC

- Synthetic, flexible material made to feel and act like leather
- Naturally water resistant and wipes clean
- Worry-free due to its toughness
- Perfect for guests who want to hide that they're rough on their bags
- Used in everything from handbags and wallets to shave kits



CANVAS/TWILL

- Sturdy material
- Offered in a balanced mix of waxed and non-waxed versions
- Canvas is most commonly used in casual men's bags as a mark of relaxed authenticity

SKILL

PRACTICE

1. Your guest is looking for a new handbag. She tells you she is very tough on her handbags. Highlight the features and benefits of the materials you think would work well for the guest.
2. A male guest is interested in looking for a new leather work bag, but he is concerned about his new bag not being weatherproof. What would you say to him about treating and caring for our leather bags?

