



# PURCHASING POWER PLUS

The Premier Healthcare Gift Shop Network

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# OUR MISSION

Connecting and supporting retailers since 1996; Purchasing Power Plus is a buying group leading the way for the retail community in the healthcare industry. With hundreds of locations across the nation, our mission is to empower you as a successful independent retailer making a difference in your healthcare community. We partner with industry leaders to ensure our Retail Member's success in an evolving and dynamic industry.



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## OUR GOAL

Our goal is to empower our Retailers with programs that enhance profitability, provide connection and foster community through our relationships with like minded retailers, industry influencers, educators, and wholesalers committed to healthcare gift shops. Retail education, industry trend reports and networking opportunities ensure true engagement that we believe is integral to success.

*Leading the Way*

# OUR SERVICES

*With a passion for retail, we strive to increase the profitability of each Retail Member store.*

## SAVINGS

Purchasing Power Plus has built relationships with industry leading Vendors. Each of our Vendor Partners is committed to your success and offers our Retail Members significant saving opportunities. Discounts average 10% and include dating programs and no inflated minimum order requirements.

1

## RETAIL EDUCATION

*Network News*, our bi-monthly publication, enhanced with our Smart Retailing series, Video Channel and social media posts keep you informed on the go. You will get coverage of topics such as retail trends, visual display and merchandising inspiration, educational features, interviews, vendor spotlights and more. We collaborate with our Retail Members and Vendor Partners to ensure engaging publications that speak directly to the challenges in our ever changing marketplace.

2

# Empowering our Retailers

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## NETWORKING

We connect like minded retailers, industry influencers, educators, and wholesalers committed to our retail community. Our Members Only site and Morning Coffee Zoom Sessions provide an opportunity to support and inspire, while encouraging growth. Imagine what you will discover and how you will be inspired. Re-energize your passion for retail with voices that motivate.



3

## INTEGRATED TOOLS

Time is one of your most valuable assets and our team of industry experts is dedicated to empowering the healthcare retail community. Negotiating discounts and terms, relationship building, strategic vendor partnerships, trend reports, market guides, savings and specials, networking opportunities, dedicated website, retail education...Integrated tools that ensure clarity, convenience and efficiency.



4

*Create, Imagine, and Inspire*

## TREND FORECASTS

Exploring trends is a passion project for our team. We visit markets from coast to coast, as we look for the newest lines, exciting product debuts and merchandise that will entice your customers to come again and again. Our newsletters, video channel, social media platforms and blog will inspire, motivate and encourage you.

5

## EXCLUSIVE EVENTS

Look for an array of events that foster community and connection among Retail Members and our Vendor Partners. Whether you are attending market close to home or traveling to Atlanta or Las Vegas, look for exclusive events and extra savings opportunities to meet your needs now. Virtual sessions support you with educational seminars, on-line markets, and networking tailored to the healthcare retail community.

6



P. GRAHAM DUNN



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# OUR PARTNERS

Supporting local businesses and causes remains an important movement nationwide. As a retailer in the healthcare community you are an integral part of that effort. You are uniquely positioned to curate and personalize in-store experiences that will delight and engage your customers.

Our extraordinary list of Vendor Partners has been crafted to support you and ensure storytelling through the products that fill your shelves. PPP Vendors are leading the way in creativity and commitment to retailers like you.



LAURA JANELLE

CARDTHARTIC



BEEKMAN 1802

BEEKMAN 1802

cultivate beautiful skin  
SET OF 5 GOAT MILK SKINCARE ESSENTIALS FOR FACE & BODY

## RETAILER to RETAILER

"I just want to thank all of you for the excellent three day event you just held. It was worth our membership for the year just to be able to be a part of this. I took 22 pages of notes between the products highlighted and the speakers' presentations. I gleaned so much helpful information from the presentations by Cris, Michelle, and Carol... I so appreciated hearing from these experts in the field. I know it must have taken hours of work by your team to pull off an event like this and just wanted you to know how much I appreciated it. Thanks again for all you do for Healthcare Gift Shops. I am so grateful for the savings, the training, the introduction to new lines and products, and all the support."

TAMARA SZARSZEWSKI

*Logansport Memorial Hospital, Logansport, IN*

"I have found the PPP community to be very helpful and encouraging... Thank you for the amazing insights, up to date information, and professional details."

"I have found the PPP community to be very helpful and encouraging.... My first experience with PPP was the breakfast I attended during a January Las Vegas Market. The networking was invaluable as I met other gift shop managers and listened to their ideas and experiences. Also, after listening to the vendors presentations, I bought from several that have been great additions to our shop. As I have attended the *Morning Coffee*, read the *Network News*, emailed questions, listened to presentations, and used some of the tools provided by PPP, I can honestly say it has made me better prepare. Thank you for the amazing insights, up to date information, and professional details. Your organization has been a great resource for me and I look forward to utilizing it in the future!"

STEPHANIE BYROM

*Gift Shop Manager, San Juan Regional Medical Center  
Auxiliary Gift Market, Farmington, NM*



K&K INTERIORS, INC.



# RETAILER to RETAILER

“The pandemic definitely made us shift practices away from in-person during market trips. Vendors and rep groups who were already online had a definite advantage and I found myself gravitating to those who posted showroom videos or could help via Zoom or FaceTime. PPP’s virtual meetings were a huge help, because it was a great split between product offerings and retail education. The past year has definitely made us more intentional about purchasing and strengthening existing vendor partnerships.”

## KYM PRIEST

*Gift Shop Manager, Mercy Gift Shop Springfield, Springfield, MO*

## JESSICA KRAUSS

*Volunteer Manager,  
Perry County  
Memorial Hospital  
Expressions at  
PCMH Gift Shop,  
Perryville, MO*



“I have been a member for 10 years and am very grateful for the contributions they have made to our assortment and business. The growth of resources has been impressive and I always ask any vendor I meet if they’re a member as well. I am very margin driven and with the options out there for us as buyers, I’m always going to give the PPP vendor the business. I look forward to the monthly *Network Newsletter*, find their articles very helpful and their trends right on target. I also go through the flyers included each month and it often helps remind me that I need to place an order which it may have slipped by without that, and I have discovered new vendors through the newsletter as well. I’ve saved a lot of money over the years and I know it’s been a great advantage for many of my vendors.”

## PATTY TAGER

*Gift Shop Buyer, El Camino Hospital Gift Shop, Mountain View, CA*



# RETAILER BENEFITS

- Evolving Relationships with Industry Leading Vendors
- A Community of Retailers Nationwide
- Save on Average 10% off Wholesale Prices  
*Up to 20%*
- Extended Terms: Net 30
- Standard Wholesale Minimum Order and Reorder Requirements
- Vendors deduct the PPP discount from your invoice for ease
- Flexibility: Place orders online, in person, and market
- Buying Autonomy  
*You can still buy from any vendor you like*
- Bi-monthly Newsletters and Smart Retailing Blog
- Dedicated Website
- Bi-Annual Preview Booklets
- Additional Savings Opportunities
- Exclusive PPP Events
- Retail Education, Trend Reports & Product Introductions
- Networking Opportunities
- Social Media Platforms
- Video Channel
- Morning Coffee  
*Community led virtual event*

# CONNECTIVITY

These Healthcare Retailers welcome you to connect with them, so they can share how the PPP community meets their needs.

## GALE CIALEO

*Gift Shop Manager, North Shore University Hospital Gift Shop  
Manhasset, NY  
gcialeo@northwell.edu*

## GINGER TAYLOR

*Gift Shop Manager/Buyer, CoxHealth Auxiliary Gift Shop  
dba Wishing Well Floral & Gifts, Springfield, MO  
ginger.taylor@coxhealth.com*

## MIRELI TORRES

*Gift Shop Manager, Baptist Hospital Retail Therapy Gift Shop  
Miami, FL  
mirelif@baptisthealth.net*

## NORA JACKSON

*Gift Shop Buyer, St. Peter's Hospital Mercy Me Gift Shop  
Albany, NY  
nora.jackson@sphp.com*

## BETTY BECK - DVS

*Director of Volunteer Services, Duncan Regional Hospital Gift Shop  
Duncan, OK  
betty.beck@duncanregional.com*

## LISA ACKLEY

*Gift Shop Manager, St. Elizabeth Florence Gift Shop  
Florence, KY  
lisa.ackley@stelizabeth.com*

## SUSAN KASH

*Gift Shop Manager, Miami Valley Hospital Gift Shop  
Dayton, OH  
shkash@premierhealth.com*

## JENNIFER PRUSSE

*Support Services Manager, Huntsman Cancer Hospital Gift Shop  
Salt Lake City, UT  
jennifer.prusse@hclutah.edu*








## JOIN *our* COMMUNITY

Be delighted. This community was designed for you – the future of retail. We support your business growth, as you discover lines, explore products and trends, and open the door to opportunity, all while providing you with membership savings, extended terms and standard minimums. *Join Purchasing Power Plus*, as we connect like-minded retailers, industry influencers, educators, and wholesalers committed to our retail community. Imagine what you will discover and how you will be inspired. Re-energize your passion for retail. Connect with us today.

### FOLLOW US

-  [facebook.com/purchasingpowerplus](https://facebook.com/purchasingpowerplus)
-  [instagram.com/purchasingpowerplus](https://instagram.com/purchasingpowerplus)
-  [pinterest.com/ppplus](https://pinterest.com/ppplus)

### STAY IN TOUCH

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