

## Sales Team Preps Customers on Postage Rate Increase



*Senior Sales Executive Debbie Reynolds explains new Dimensional Weight Pricing to PCC members.*

The Greater Charlotte Postal Customer Council recently hosted a Lunch & Learn seminar for customers in the mailing industry as part of the 2019 training series. Topics included Postal Service rate changes for a range of products which take effect on Sunday, Jan. 27.

Sales Executive Linda Gordon provided a review of rate changes by classification. Sales Executive Mitchell Wallace and Senior Sales Executive Debbie Reynolds presented more details about the rates, postal products and services.

Reynolds responded to a customer who asked why some rates increased more than others. "The price of each product is adjusted to better reflect costs of processing and delivery," she said. "The single-piece additional ounce price will be reduced to 15 cents. A 2-ounce stamped letter – such as a typical wedding invitation – will cost less to mail, decreasing from 71 to 70 cents."

The training is free and those attending may take the exam for a \$95 fee and earn a two-year MDP certification. Anyone interested in MDP certification may register at [www.charlottepcc.com](http://www.charlottepcc.com).