Increasing the Market Basket

Ideas for Cross-Selling Merchandise

An infographic series from HRG



Do you have space available in your **Vitamins & Dietary Supplements** department? Consider adding items from other categories to encourage impulse purchases and boost sales.





Weight Management Tablets & Capsules



Reason
Vitamins & Dietary
Supplements is a popular
department for those
looking to manage their
health. This addition will
spur impulse sales



Nutritionals



Reason
Shoppers using supplements
may also use nutritionals to
augment their diet and will
appreciate the convenience of
having these items within
easy reach



Pill Reminders



For people that take multiple supplements each day

<u>Reason</u>