

How to Become a Leveling Block Expert: The Dealer's Manual for Profit and Customer Trust

Raymond Padgett

If you've been in the RV business longer than ten minutes, you already know one universal truth... every RV customer - newbie, veteran, weekend warrior, or full-timer - eventually discovers that the world is not flat. They pull into a campsite, look around, and realize the ground is doing its best impression of a roller coaster. And that's when the panic sets in. The fridge stops cooling, the slide-out groans, the front door will not open easily and the spouse starts "politely suggesting" solutions.



That's where RV leveling blocks come in. These deceptively simple accessories solve one of the most common and most frustrating problems in RVing... getting the rig level, stable, and ready for a stress-free camping experience. And while customers may think leveling blocks are "just plastic squares," you and I know better - they're the difference between a happy camper and a refund request.

This training article is designed to turn you into an undisputed leveling block expert. Not just someone who knows what they are, but someone who can confidently explain why they matter and how they work. You'll learn how to speak the language of leveling blocks fluently - without sounding like a technical manual or a bored campground ranger.

Here are objectives of this training:

- Understand the purpose of RV leveling blocks and why they matter
- Identify the customers' pain points and how to solve them
- Know the features customers actually care about
- Match the right leveling block to the right customer
- Use strong, confident language that sells
- Merchandise leveling blocks for maximum retail impact
- Upsell and cross-sell like a pro

Let's dive in - your customers (and their refrigerators) are counting on you.

**Section 1: Purpose of RV Leveling Blocks & Why They Matter**

RV leveling blocks may look like simple plastic squares, but in the world of RVing, they are quiet, dependable problem-solvers that prevent chaos, protect expensive equipment, and keep customers from storming back into your dealership with a story that starts with, "You won't believe what happened at the campground." Their purpose is straightforward ... to help RV owners achieve a stable, level, safe setup no matter what kind of uneven terrain they encounter.

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At their core, leveling blocks ensure that an RV sits level from side to side and front to back. This matters because modern RVs are engineered with precision. Appliances, slide-outs, frames, and suspension systems all assume the RV is resting on a level foundation. When it's not, things start to go wrong. The refrigerator stops cooling properly. Slide-outs strain, bind, or wear prematurely. Doors will not open or close properly. Beds feel crooked. Water tanks read inaccurately. Even the RV's structural integrity can suffer over time. Leveling blocks prevent all of this, making them one of the most important accessories an RV owner can buy.



They also help RVers avoid makeshift solutions - like stacking firewood, rocks, or random pieces of lumber - which are unsafe, unstable, and notorious for causing damage. When a customer buys proper leveling blocks, they're investing in smoother camping experiences, fewer headaches, and better protection for their RV.

Dealers should care because leveling blocks as they are a high-value, low-risk accessory that solves real problems. From a professional standpoint, leveling blocks matter because they're one of the first accessories new RV owners need. They're also one of the easiest products to explain, demonstrate, and merchandise. When displayed correctly, they sell themselves. When explained correctly, they build trust.

In short, RV leveling blocks matter because they protect the RV, improve the camping experience, reduce customer frustration, and strengthen your dealership's reputation as a knowledgeable, reliable resource. They're simple, essential, and profitable - and when you understand their purpose fully, you can sell them with confidence and authority.

Leveling Blocks Keep Customers Happy and RVs Alive

RV customers don't wake up one morning thinking, "I should buy leveling blocks today." They show up at your dealership because either (1) they purchased a new RV and already know about leveling blocks or (2) something went wrong - usually in dramatic, campsite-ruining fashion. Understanding these pain points helps you position leveling blocks not as "nice-to-have" accessories but as essential problem-solvers your customers genuinely need.

One of the biggest pain points is uneven campsites. Campgrounds are rarely level, and customers quickly discover that parking on a slope leads to crooked sleeping arrangements, sliding cookware,

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Raymond Padgett

and refrigerators that stop cooling properly. When the fridge fails, customers panic - and that panic sends them straight to your parts counter.

Then there's the "DIY leveling disaster." Customers often try using firewood, rocks, or random scraps they find around the campsite. These makeshift solutions slip, crack, or shoot out from under the tires - sometimes causing damage or near-miss accidents. When they come to you, they're embarrassed, frustrated, and ready for a professional fix.

Forget the Gimmicks: Leveling Block Features That Protect RVs, Reduce Complaints, and Boost Your Parts Sales

When customers shop for RV leveling blocks, they're not just buying plastic—they're buying stability, safety, convenience, and peace of mind. As an RV professional, your job is to help them understand the features that actually matter, not the gimmicks or the "looks-good-on-the-box" marketing fluff. Leveling blocks are one of the simplest RV accessories, but the difference between a good set and a bad set can mean the difference between a smooth camping trip and a disaster that ends with a service appointment and a very unhappy customer. Here are the features that truly matter and why customers care about each one.



Feature	What It Means	Why It Matters
Weight Capacity	Blocks engineered to support real RV loads (10,000-30,000+ lbs).	Prevents cracking, sinking, and midtrip failures.
Quality Materials	Strong polymers that resist sun damage, warping, and brittleness.	Ensures long product life and reliability in all climates.
Non-Slip Surface Textures	Grip patterns that prevent tire or jack slippage.	Increases safety and stability on gravel, dirt, or grass.
Secure Interlocking Design	Blocks lock together like LEGO for stable height adjustments.	Makes leveling easier, safer, and more precise.
Large Footprint	Bigger surface area for better weight distribution.	Prevents sinking on soft ground and improves stability.
Reinforced Structural Pattern	Honeycomb or ribbed internal design for strength.	Prevents crushing under heavy loads.
Easy Storage & Transport	Includes carry case, strap, or compact stacking.	Keeps blocks clean, organized, and accessible.
High Visibility	Needed for easy spotting to they are not left at the campground.	Reduces "I lost a block" moments
Warranty	Manufacturer stands behind durability and performance.	Builds trust and reduces fear of breakage.

How to Become a Leveling Block Expert: The Dealer's Manual for Profit and Customer Trust

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The Dealer's Advantage: Knowing Which Brands Hold Up and Which Fall Flat."

Before you can recommend the right leveling blocks to your customers, you need to know exactly how the major brands stack up - because not all blocks are created equal, and some of them barely qualify as "blocks." RV owners trust you to steer them away from flimsy, failure-prone products and toward gear that actually performs under real-world conditions. That means understanding the differences in weight capacity, durability, stability, compatibility, and long-term reliability across the industry. A competitive analysis isn't just helpful - it's essential. The chart below breaks down the entire landscape so you can confidently guide customers, avoid returns, and position your dealership as the expert authority on RV leveling solutions.

		The Real Difference in Leveling Blocks			
	Ultra-Fab	Tri-Lynx	Valterra	Camco	Generic
Weight Capacity	Excellent - Engineered for heavy RVs. 30,000+	Very Good - But varies by model	Moderate. Often 3,500 - 10,000 lbs	Moderate. Often 3,500 - 10,000 lbs	Poor - Frequently overrated or untested
Quality Materials	Premium polymers built for longterm	High quality, longlasting	Medium quality; prone to brittleness over time	Medium quality Prone to brittleness	Medium quality Prone to brittleness
Non-Slip Surface Texture	Excellent grip for tires & jacks	Good traction	Moderate Can slip on gravel	Moderate Can slip on gravel	Cracks, warps, and degrades quickly
Interlocking Design	Best in class interlocking stability	Very good stacking system	Basic stacking Not always stable	Basic stacking not always stable	Inconsistent Often unsafe
Large Footprint	Large, stable footprint ideal for soft ground	Good footprint	Smaller footprint Sinks more easily	Smaller footprint sinks more easily	Very small Unstable
Compatibility	Universal compatibility	Good compatibility	Works for most small/mid RVs	Works for most small/mid RVs	Poor Often incompatible
Structural Pattern	Heavy-duty honeycomb structure	Strong internal grid	Basic ribbing	Basic ribbing	Weak or hollow interior
Easy Storage & Transport	Includes quality case - stacks cleanly	Good storage options	Basic bag or none	Basic bag or none	No storage Loose pieces
High Visibility Color	Bright blue for easy spotting	Bright colors	Bright colors	Bright colors	Random colors Often dark
Warranty	Lifetime Warranty	Good warranty	Shorter warranty	Shorter warranty	Little or No warranty
Customer Satisfaction	Excellent - durable, reliable, trusted	Very good	Moderate	Moderate	Poor Frequent breakage
Best For	All RV types, heavy rigs, professional dealers	Most RVs Strong general purpose	Entry level RVers	Entry level RVers	Budget shoppers

How to Become a Leveling Block Expert: The Dealer's Manual for Profit and Customer Trust

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Ultra-Fab: The Heavy-Duty Champion with the Warranty to Prove It.

Once you've looked at the competitive analysis chart, one conclusion becomes impossible to ignore ... Ultra-Fab isn't just another leveling block brand - it's the clear, dominant, no-brainer choice for any dealership that values quality, customer satisfaction, and long-term profitability. The differences aren't subtle. They're loud, bold, and impossible to miss.

Start with weight capacity: The single most important feature for any leveling block. Ultra-Fab blocks are engineered to be stronger than any other brand. With a true, real, accurate 30,000lbs capacity, it prevents cracking, sinking, or deforming. That's not marketing fluff; that's engineering reality.

They use premium, high-density, UV-resistant polymers designed to survive years of sun exposure, cold snaps, heat waves, and campsite abuse. Tri-Lynx comes close, but Ultra-Fab still wins on long-term resilience. Camco blocks often become brittle over time, and generic brands crack faster than a dropped dinner plate. Dealers don't just want a product that works today - they want one that keeps customers happy for years. Ultra-Fab delivers that reliability.

Dealers also benefit from Ultra-Fab's storage features. Make sure that any brand you choose stack neatly, comes with a storage cases and feature bright, high-visibility colors that look fantastic on retail shelves.

Finally, Ultra-Fab always has the longest warranty on all of their products. But this one stands out because it is the **only brand of leveling blocks that have a full lifetime warranty**. That's right, not



The Ultra-Fab Advantage

- ✓ Lifetime Warranty
- ✓ Available in 10-pack, 8-pack or 4-packs
- ✓ Strongest Leveling Blocks Available
- ✓ Bright Blue Color for Easy Visibiitty
- ✓ Stackable
- ✓ Storage Bag Included

10-pack 48-979051
8-pack 48-979052
4-pack 48-979050

UF
Ultra-Fab Products, Inc.
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How to Become a Leveling Block Expert: The Dealer's Manual for Profit and Customer Trust

Raymond Padgett

90 days, not 1-year... a true lifetime warranty. When a manufacturer stands behind its product with confidence, customers feel safer buying it - and dealers feel safer recommending it. Fewer returns, fewer complaints, and fewer headaches.

After reviewing the chart, the conclusion is simple: Ultra-Fab offers the strongest engineering, the best durability, the safest design, the lowest return rate, and the highest customer satisfaction. For dealers who want to protect their reputation, boost sales, and deliver real value, Ultra-Fab isn't just the best choice - it's the obvious one.

The Easiest Product Story in Your Entire Store— You Can Explain in Under 10 Seconds.

Ultra-Fab's leveling block lineup is built to give dealers a simple, confidence-boosting product story - one that's easy to explain, easy to merchandise, and even easier to sell. There's no confusing maze of features, no complicated decision tree, and no "this one does X but not Y" nonsense. Ultra-Fab keeps the offering straightforward because every single leveling block they make delivers the same top-tier performance.

The only difference between the SKUs is simple: how many blocks come in the box. Dealers don't have to memorize a dozen variations or explain complicated engineering differences. Customers choose between a 4-pack, an 8-pack, or a 10-pack based on how much leveling height or stabilization they need. Most RV owners start with a 10-pack because it covers the majority of leveling situations. But once they realize how useful the blocks are - and how many parts of the RV benefit from extra stabilization - they often return for a 4-pack or 8-pack to expand their setup.

And Ultra-Fab guarantees you sell the product. Their Guaranteed Sales Agreement ensures that any SKU that doesn't sell for you in 12 months can be returned for product of equal value that will sell for you. Nothing beats an Ultra-Fab guarantee.

How to Guide Customers from Confused to Confident

Leveling blocks aren't a "maybe" accessory - they're a universal need, and customers walk in already halfway convinced because they've experienced the pain of an unlevel RV. Your job isn't to pressure them; it's to guide them. Sales scripts give your team the exact language to turn customer frustration into clarity, hesitation into confidence, and curiosity into a purchase. These



How to Become a Leveling Block Expert: The Dealer's Manual for Profit and Customer Trust

Raymond Padgett

scripts aren't about being pushy - they're about being helpful, professional, and knowledgeable. When your staff use them, they'll sound like experts, they'll build trust instantly, and they'll close sales faster.

Script 1

- **Customer Says:** "I don't think I need leveling blocks."
- **Dealer Responds:** "If your RV isn't level, your fridge won't cool properly, and your slide-outs can bind. Blocks prevent all that."

Script 2

- **Customer Says:** "I usually just use wood."
- **Dealer Responds:** "Wood absorbs moisture, splits, and slides. Ultra-Fab blocks stay stable and won't rot."

Script 3

- **Customer Says:** "I'm new to RVing."
- **Dealer Responds:** "Perfect - these are one of the first accessories every RV owner needs. They make setup easy and stress-free."

Sales scripts give your team the confidence and clarity to guide customers toward the right leveling solution - but even the best script can hit a speed bump when a customer hesitates. That's where objection-handling becomes your most effective weapon. Once you've delivered a strong, polished sales message, the customer may still have concerns about price, durability, need, or compatibility. These aren't roadblocks - they're invitations. Objections show that the customer is engaged, thinking, and genuinely considering the purchase. Your job is to meet those concerns with calm, professional and knowledgeable responses that reinforce the value of these blocks. Transitioning from sales scripts to objection scripts is like shifting from offense to defense...you've already built momentum, now you're protecting it. With the right objection-handling language, you turn uncertainty into confidence, skepticism into trust, and "I'm not sure" into "Let's grab a set today."

Objection 1

- **Customer Says:** "They seem expensive."
- **Dealer Responds:** "They're cheaper than repairing a replacing a fridge. And to be upfront, Ultra-Fab's are more expensive than most, but they also are the only blocks with a lifetime warranty."

Objection 2

- **Customer Says:** "Will they hold my RV?"
- **Dealer Responds:** "Absolutely - Ultra-Fab blocks are engineered for heavy RV loads and backed by the longest warranty in the industry."

Objection 3

- **Customer Says:** "I'm worried they'll slip."
- **Dealer Responds:** "Ultra-Fab uses a non-slip surface designed for gravel, dirt, and grass."

How to Level an RV Like a Pro (Even If It's Their First Trip)

Setting up and operating RV leveling blocks is one of the simplest, most confidence-building skills an RV owner can learn - and one of the easiest things for a dealer to teach. When customers understand

How to Become a Leveling Block Expert: The Dealer's Manual for Profit and Customer Trust

Raymond Padgett

how to use their blocks correctly, they enjoy smoother camping experiences, fewer equipment issues, and far fewer “emergency” visits to your service department. This section gives you a clear, professional, customer-ready explanation of how to set up and operate leveling blocks the right way, every time.

Obviously, the most common use for leveling blocks is under the tires so as to level and stabilize the RV. Here for some instructions for using blocks in this application.

- **Choose the Most Level**

Starting Point: Before the blocks even touch the ground, the customer should position their RV in the most level spot available. This doesn't mean hunting for perfection - it means reducing the amount of lift needed. The more level the starting point, the fewer blocks required and the more stable the final setup will be.

- **Identify Which Side Needs**

Lift: Using a bubble level (or the built-in RV level indicators), the customer determines whether the RV needs to be raised on the left side or right side. This step prevents guesswork and ensures they're stacking blocks in the correct location.

- **Place the Blocks:** Place the blocks directly next to the tire on the side that needs to be lifted. Place one for every inch needed to bring that side level. If more than one is needed, create a pyramid of blocks for maximum stability.

- **Drive Backward or Forward:** Drive the RV forward or backwards to clear the area of the blocks. Place blocks where the tires were before moving.

- **Drive Over the Blocks:** Drive the RV over the blocks. Once firmly on top of the blocks, the RV should be level left to right.

- **Recheck Level & Adjust If Needed:** Check the level again to make sure it is correct. If the RV still isn't level to within an inch, add or remove blocks and repeat the process. This step is quick, and Ultra-Fab's stable stacking makes adjustments easy.

- **Stabilize the entire RV:** After leveling, the customer lowers their stabilizer jacks and tongue jack (recommend using leveling blocks under each of these). This distributes weight evenly, prevents sinking, and protects jack feet from damage. Dealers should remind customers that leveling comes before stabilizing - never the other way around.



The Smart Dealer's Cross-Sell Strategy: Solve Problems Before Customers Discover Them

Cross-selling in the RV leveling category isn't just a sales tactic - it's a service. When a customer buys leveling blocks, they're already thinking about stability, safety, and setup efficiency. That makes

How to Become a Leveling Block Expert: The Dealer's Manual for Profit and Customer Trust

Raymond Padgett

this the perfect moment to introduce complementary products that enhance their leveling system, protect their RV, and make campsite setup faster and safer. Ultra-Fab's lineup gives dealers multiple natural add-on opportunities, and customers appreciate being shown the accessories that complete their leveling kit rather than discovering later that they're missing something essential.

Tire Locking Chocks: Once an RV is leveled, the next critical step is preventing movement. Tire locking chocks are the perfect cross-sell because they solve a problem customers don't always think about until it's too late - wheel shift. Even a slight roll can throw the RV off level, stress the jacks, or create dangerous instability. Ultra-Fab's SuperGrip tire locking chocks clamp between the tires, eliminating forward and backward movement entirely. When paired with leveling blocks, they create a rock-solid foundation that keeps the RV exactly where the customer wants it. Dealers can confidently say, "Leveling blocks get you stable—locking chocks keep you safe."

Scissor Jacks: Another powerful cross-sell because they address the second half of the leveling equation: stabilization. Leveling blocks get the RV level, but scissor jacks eliminate bounce, sway, and movement inside the RV. Customers who complain about wobbly floors, shaking when someone walks, or dishes rattling in cabinets are prime candidates. Ultra-Fab's scissor jacks are heavy-duty, easy to operate, and compatible with the same blocks the customer just purchased. When you position scissor jacks as the "comfort upgrade" customers immediately understand the value.

Customers buying leveling blocks are already in a "problem-solving mindset." They're thinking about stability, safety, and convenience. Cross-selling gives them a complete solution, increases satisfaction, reduces future service issues, and boosts dealership revenue. When done right, it feels helpful - not salesy - and customers appreciate leaving with everything they need for a smooth, safe camping experience.

Build a Leveling & Stabilization Zone That Customers Instantly Understand

Leveling blocks are one of the easiest RV accessories to merchandise - if you do it right. They're bright, stackable, visually interesting, and universally needed by every RV owner who walks through your doors. The key is to present them in a way that instantly communicates value, solves a problem, and encourages customers to grab a pack (or two) without hesitation.

Leveling blocks should never be buried in a back corner or mixed randomly with unrelated accessories. They belong in high-traffic zones: near hitches, jacks, stabilizers, wheel chocks, and other setup-related products. This creates a natural "RV leveling and stabilization" section that customers instantly understand. When shoppers see blocks next to scissor jacks, chocks, and jack pads, they subconsciously connect the dots - this is the gear they need for campsite setup.

Ultra-Fab's bright colors and clean packaging make them ideal for eye-level placement. Stack a few sets out of the box so customers can see the interlocking design and feel the durability. A small demo stack - three or four blocks snapped together - creates a tactile, visual cue that draws attention and sparks curiosity. People love touching things that look sturdy, and Ultra-Fab blocks feel rock-solid in the hand.

How to Become a Leveling Block Expert: The Dealer's Manual for Profit and Customer Trust

Raymond Padgett

Merchandising isn't just about placement - it's also about pairing. Create bundle zones that include leveling blocks, tire locking chocks, and scissor jacks. A simple sign reading "Complete Your Leveling Setup" encourages customers to grab multiple items. Dealers who merchandise bundles consistently see higher average ticket values.

Shelf Talkers: Even better, use one of Ultra-Fab's shelf-talkers to make the product stand out. It creates a draw for that section and provides great information about the leveling blocks. Order 3 Ultra-Fab leveling blocks and get the shelf talker at no charge. Ultra-Fab # 48-979093.

Planogram: Take it one step further and you'll get the benefits of their complete planogram. It includes 3 of our top 2 sellers (6 units total) as well as a shelf-talker and shelf strips. Shipped directly from Ultra-Fab to you, ensuring you get all appropriate items in great saleable condition. Just order Ultra-Fab # 48-979053.



When merchandised correctly, leveling blocks become one of the highest-turning, lowest-effort products in your store. They attract attention, solve real problems, and pair perfectly with multiple add-ons. Ultra-Fab's bold packaging, premium quality, and strong warranty make them the star of the leveling aisle - and a consistent profit driver for your dealership.

Ultra-Fab: The Blocks That Build Profit, Trust, and Lifetime Customers

Ultra-Fab Leveling Blocks aren't just another accessory - they're a profit-driving, customer-trusting staple that turns that store aisle into a reliability showcase. Dealers who stock Ultra-Fab products aren't selling plastic - they're selling confidence, safety, and lifetime value.

Every box tells a story of durability, every warranty builds loyalty, and every satisfied RVer becomes a repeat customer. The Leveling Blocks lineup delivers the kind of quality that keeps your shelves moving and your margins strong.

How to Become a Leveling Block Expert: The Dealer's Manual for Profit and Customer Trust

Raymond Padgett



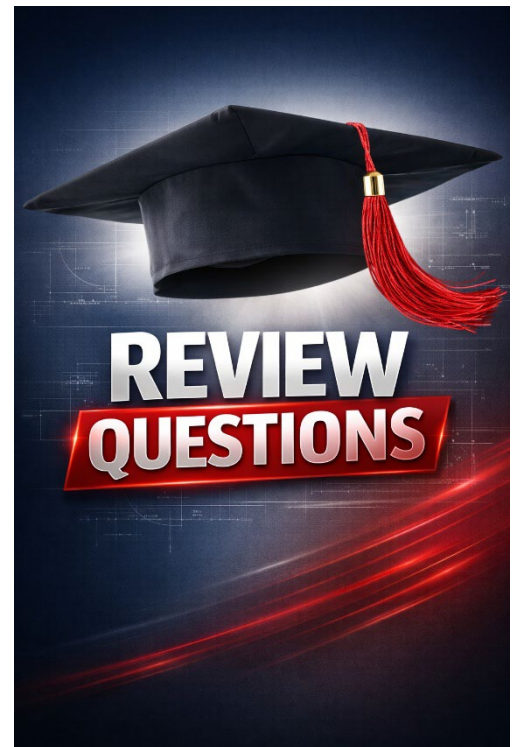
Get your supply of Ultra-Fab leveling blocks today. Take advantage of the Ultra-Fab shelf talkers or even the full planogram to transform your RV accessory section into a destination for serious buyers. Knowing that with Ultra-Fab's Guaranteed Sales Agreement, you will not get stuck with product that doesn't move.

Show customers what "The Strongest, Safest, Most Reliable Blocks in RVing" really looks like—and watch your sales rise block by block. Contact your Ultra-Fab representative today to secure your display materials and start driving results that last a lifetime.

Test Your Knowledge

Every RV dealership needs staff who can speak about leveling blocks with authority, confidence, and real-world understanding. By acing this review, you prove you're one of them. You've just learned why leveling blocks matter, how to match the right product to the right customer, what makes Ultra-Fab the industry's dominant choice, how to merchandise for maximum impact, and how to guide customers from confusion to confidence in seconds. Now it's time to test that knowledge. The following review questions ensure you can apply what you've learned on the sales floor, at the parts counter, and in every customer conversation. Master these, and you're not just selling leveling blocks - you're elevating your dealership's reputation one campsite at a time.

1. Why is weight capacity the most important factor when selecting leveling blocks?
 - A. It determines how long the blocks last
 - B. It affects how colorful the blocks can be
 - C. It prevents cracking, sinking, or deforming under load
 - D. It determines compatibility with slide-outs
2. Why should customers avoid using firewood, rocks, or scrap lumber for leveling?
 - A. They are too heavy to carry
 - B. They are illegal in most campgrounds
 - C. They slip, crack, or shoot out from under tires
 - D. They make the RV look unprofessional
3. What engineering advantage gives Ultra-Fab blocks superior strength?
 - A. Hollow-core construction
 - B. Decorative ribbing
 - C. A true 30,000lb weight capacity
 - D. Extra-wide packaging
4. What warranty advantage makes Ultra-Fab the safest recommendation?
 - A. 90-day warranty
 - B. 1-year warranty



How to Become a Leveling Block Expert: The Dealer's Manual for Profit and Customer Trust

Raymond Padgett

- C. 5-year warranty
- D. Full lifetime warranty

5. How does Ultra-Fab's Guaranteed Sales Agreement benefit dealers?
 - A. It provides free shipping
 - B. It allows dealers to return any SKU that doesn't sell within 12 months
 - C. It gives dealers exclusive territories
 - D. It includes free installation
6. What is the only difference between Ultra-Fab leveling block SKUs?
 - A. Color
 - B. Weight rating
 - C. Number of blocks in the box
 - D. Type of plastic
7. Why do most RV owners start with a 10-pack?
 - A. It is the cheapest option
 - B. It covers the majority of leveling situations
 - C. It is required by most campgrounds
 - D. It includes a free shelf talker
8. Why do customers often return for a 4-pack or 8-pack later?
 - A. They want matching colors
 - B. They lose blocks frequently
 - C. They realize how useful extra stabilization is
 - D. They need replacements every season
9. Where should leveling blocks be placed for maximum retail impact?
 - A. In the clearance aisle
 - B. Near unrelated accessories
 - C. In high-traffic zones near hitches, jacks, and chocks
 - D. Behind the service counter
10. Why is a demo stack effective for merchandising?
 - A. It shows customers how heavy the blocks are
 - B. It creates a tactile, visual cue that draws attention
 - C. It keeps inventory organized
 - D. It prevents theft

Answer Key:

- 1) Correct Answer C. Note: With a true, real, accurate 30,000lbs capacity, it prevents cracking, sinking, or deforming.

How to Become a Leveling Block Expert: The Dealer's Manual for Profit and Customer Trust

Raymond Padgett

- 2) Correct Answer C. Note: These makeshift solutions slip, crack, or shoot out from under the tires.
- 3) Correct Answer C: Ultra-Fab blocks are engineered... with a true, real, accurate 30,000lbs capacity.
- 4) Correct Answer D: It is the only brand... that have a full lifetime warranty.
- 5) Correct Answer B: Any SKU that doesn't sell... can be returned for product of equal value.
- 6) Correct Answer C: The only difference... is simple: how many blocks come in the box.
- 7) Correct Answer B: Most RV owners start with a 10-pack because it covers the majority of leveling situations.
- 8) Correct Answer C: They often return for a 4-pack or 8-pack to expand their setup.
- 9) Correct Answer C: They belong in high-traffic zones: near hitches, jacks, stabilizers, wheel chocks.
- 10) Correct Answer B: A small demo stack... creates a tactile, visual cue... Ultra-Fab blocks feel rock-solid in the hand.