



The Gourmet Cupboard

18003 Hwy 105, Sour Lake, TX 77659 (409) 287-4447

We are so excited that you are interested in selling our products. We promise to help you in any way that we are capable. Here are a few things that may be of interest to you.

Before submitting your application to join, you will be charged an advance payment of \$25.00. This amount will be applied to your first order. This is NOT a sign-up fee or a start up cost. This is just simply an advance payment that will be applied to your orders. If your first order exceeds this amount, we will invoice you for the remainder. If your order total is less than \$25.00, then this payment will be kept as a credit to be applied to your next order.

Once your first order is submitted, you will be responsible for prepaying for your order. After payment for your order is received, we pull the order, box it, and email you with the shipping total to be paid.

Example: You order \$100.00. You will owe $(\$100 - \$25 = \$75.00)$. We box your order, process it, email you the shipping information (tracking number and cost). Let's say your shipping is \$10.00. At this time, you would owe \$10.00 and once this is paid, your order will be shipped.

Besides mixes, we also offer marketing items at a very low cost. We sell shopping bags, disposable soup cups for sampling, disposable sample spoons, banners for your booth displays, t-shirts, tote bags, aprons, and other items with our custom logo on them. All of these items are priced at a very low price, and most of them we sell to you at our cost. In our distributor back office, next to most of the extra items, there is a link that you can click on that explains the product, and most of these include a picture. For example, you can see what a car magnet looks like and read the description just by one click! Questions about Mixes of the Month? Just click to the link next to it on the wholesale order form, and read all about it!

The price that you see on the website is the suggested retail price. Many reps increase this price to make a higher profit margin. The wholesale price that reps pay is \$1.50 less than the suggested retail price. So, the least amount of profit per mix would be \$1.50 unless you increase the retail price, and then your profit per mix would obviously increase.

In the back office, there is a tri-fold brochure with all of the mixes and their suggested retail prices. It is available for you to print and includes a blank spot for you to place your name and re-order information on before printing. These are also available for wholesale purchase.

We have structured an active/inactive requirement that anyone can easily meet. Although there is **not** a minimum order that you have to purchase for your first order or each time, we do require that you purchase a minimum wholesale order of \$100 in six months. You do not have to spend this amount at one time, but in six months, your orders must total this amount. We have divided our 2 sales requirement periods from January to June and then from July to December. If someone joins The Gourmet Cupboard during the middle of a sales period, we will begin tracking purchases the following sales period. This gives the distributor time to try some mixes out for themselves and get familiar with the product and the company before having to meet their required sales.

You will be assigned to a highly qualified top team leader. In addition to their training, we send out a monthly newsletter. Each week we send out a marketing idea for you to take advantage of. We also send you training emails each day for 36 days. There is also a support forum and a Facebook group that you can join. They are both run by several of the top team leaders. The back office is also full of helpful information. There are tons of different training tools to take advantage of!

If you are interested in making even more money, then you can book a fundraiser or recruit someone else to sell! If you get a school, church, or any other organization to set up a fundraiser with us, we will give you 10%

of what the company makes. We deliver the fundraising packets, pick up the order forms, fill the orders, and deliver the packages. All you have to do is just get them to consent to our fundraiser program, and then we give you the 10% credit at the end of the fundraiser. Easy money! When we fill the orders, we also place a re-order slip with **your name** and contact information inside of each bag. This is free advertisement for you and another way to build up your customers as well! Posted on the website are a sample package, an order form, and more information regarding our fundraiser program.

If you recruit someone to be on your team, then you are on your way to building your team from which you can earn additional compensation. You can read all about our compensation plan on the website. You may view your accumulated credits from your team by viewing your spreadsheet in the back office. After you have logged in to the back office, you can click on, "Spreadsheet Log In", and view your spreadsheet. Web order credits, fundraiser credits, and miscellaneous credits will also be listed on individual spreadsheets. These all count towards your \$100 goal. At the end of the month, please feel free to send us an email letting us know if you would like to cash in the credits. If we do not hear from you, then we'll know to keep the credits on your account, and we will deduct them from your next order.

The sales period that you join, you are actually exempt from meeting any sales goal, and you are automatically marked as "met goal".

If someone does list you as their sponsor, we will send you an email letting you know as soon as they sign up. After placing and paying for their first order, your new recruit and the amount of commission earned from their wholesale order will then be listed on your spreadsheet.

If you have any questions please don't hesitate to contact us. Our phone is (409) 287-4447 and our email is info@thegourmetcupboard.com. We truly appreciate your interest in becoming a distributor of The Gourmet Cupboard!

Thank you!