

FAQ

What is the fee to sign up?

There is no sign up fee! Upon submitting this application, you will be charged \$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 a 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.

Do you have to place a minimum order the first time you order?

No. There is no minimum order requirement for your first order or for any order after that.

Do you have a start up package?

We do not have a mandatory start up package. You can order exactly what you want, but we do sell an advertising/sample kit for \$29. We also offer our sample kit for your first order. This starter kit was designed for you to taste test a few of our most popular mixes in several different categories. If you order this as your first order, we'll throw in a free sample of our catalog and a tri-fold brochure! This kit is only \$20.00 plus shipping. If you choose to purchase 2 sample kits, one for sampling and one for your kick-off party, then your shipping will be the same! Details on both kits can be found on wholesale order form.

Is there a quota that you have to meet by a certain time?

We have structured an active/inactive sales 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 \$200 in six months or you will be considered an inactive member of The Gourmet Cupboard. 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 quarter. 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.

When you are an active member, you will be eligible for the following:

- your name and information will continue to be posted on our website
- you will receive newsletters and other important information via email
- you will have access to the distributor part of our website which posts important forms and information
- you may purchase mixes at wholesale prices (up to 40% profit using the suggested retail prices)
- you may receive your 5% commission checks or credits from distributors in your downline and 10% after you have been with the company for one full year
- you may receive 10% from any fundraisers that you book with The Gourmet Cupboard
- you may be a member and participate in The Gourmet Cupboard Yahoo support group

An inactive status will not grant any of this, but by simply placing one minimum order of \$200, you may regain your active status. Once you become inactive, you do lose your downline, the privilege of receiving commission checks from distributors in your downline, and all of the above privileges.

Can we adjust the prices on the mixes or are the prices set?

The retail price is the suggested retail price, but if you want to adjust the prices, then you are certainly welcome to do so. If you want to change any of the prices, you can go to the back office, find a copy of our tri-fold brochure, and make your adjustments accordingly.

What is the actual wholesale price?

By subtracting \$1.50 from each suggested retail price, you will get the wholesale price.

Do you provide training?

Yes! When you sign up under someone, they will be your sponsor. If they are not one of our top team leaders, then you and your sponsor will also be assigned to one of our top team leaders. If you sign up without a sponsor, we assign you to one of our top team leaders. Each top team leader has their own style of training, but they are all wonderful! In addition to their training, we send out a monthly newsletter with tips and ideas. There is also a back office that you can log into once you sign up. It is FULL of great information, and it is all categorized so that you can easily find information that you are searching for. There is also a membership forum that you can sign up for once you place your first order. It is run by several of the top team leaders, and it is fantastic as well. The ladies are constantly sharing ideas, holding contests, etc. There is a Tips from the Kitchen segment that one of our top team leaders submits different ideas to each week, and she also shares a mix of the week where there are at least 10 different ways to use a single mix. Everyone is super friendly and welcoming there, and there have been many friendships made there too! So, really, there is tons of training to take advantage of!

Is there a Support Group for distributors to join?

Yes! And you can join for free! It is run and moderated by several of our wonderful distributors. There are lots of wonderful, creative, ideas shared. Opinions, ideas, questions, and comments are all shared each day. You can participate as little or as much as you would like to!

What is the shelf life on the mixes?

Coffees- just a few months (they lose their flavor after awhile). We do not suggest purchasing more than just a few of our coffees at one time for resale.

All other mixes- as long as they are sealed in their original bag, should hold their flavor and quality for up to a year.

How do I know what to order the first time so that I won't be stuck with mixes that aren't the best sellers?

There is a list of popular mixes to use as a guide in helping you get your first order together. We also suggest purchasing our sample kit.

Are the mixes subject to sales tax?

Every state's laws are very different. In Texas they are not taxable unless bundled in a basket with other items, but consult your local taxing authority for the rules in your area/state. When shipping them out of Texas, we do not charge tax to any of our distributors or retail customers.

Is the Gourmet Cupboard licensed through the Health Department?

Yes, we are. We are periodically checked by the Hardin County Health Department and the Texas Manufactured Foods Division.

Do we have to have a special permit or license to sell The Gourmet Cupboard mixes?

At some shows, you are required to have a temporary health permit. They will tell you ahead of time and it will state it in their application. Most of the arts and crafts shows don't require this, but some of the really big ones do. This usually costs around \$30.

Where can I go to sell the mixes?

All distributors have different ways and places that they sell the mixes. Art and Craft shows have proven to be very successful for most distributors who attend them. Festivals, trade days, and art and craft malls where vendors have designated booths are also great places to set up. You can check with your Chamber of Commerce for a listing of shows. Most will send you a brochure with all the shows, dates, and contact information for the whole year. You can also check your newspaper. Some large cities print an entire section dedicated solely to show listings a couple of times a year. There is a website, www.craftlister.com that is a really great place to find out about fairs/festivals. You just enter your zip code and how far you are willing to travel, and about once a month or so you will get an email listing the one within your area. There is also a magazine called, "Where It's At", which is a great magazine with listings of shows. Other vendors will also be able to let you know of shows they are aware of too.

Other great places to set up are in a teachers' lounge before and during their lunch break and during their conference times. Some schools will allow vendors to come in and set up and others will not. The secretary should be able to let you know. Different places of work will also allow this as well.

Do you have company offered websites?

We offer affiliate sites, and once you sign up, you can check out all the details in the back office.

Can we have our own website, besides the affiliate sites that are offered?

No, you cannot. The reason being is that the personal and affiliate sites are constantly being updated by My Colorful Treasures Web Design and Development. They adjust each site with any new price changes, mix changes, company policy changes, etc.

If we decide not to order an affiliate site, then how do we get credit for our customers' orders if they order from the company website?

After submitting their order, a screen will pop up and ask for their shipping information and a required field of which distributor they are ordering from. This way, each distributor will get credit for the mixes sold under their name. So, make sure you give all your customers a brochure with your name on it and your sticker is placed on each mix that you hand out!! The amount of credit received and the name of your customer will be listed on your personal spreadsheet in the back office.

How do we make money?

You purchase the mixes at wholesale prices and then resell them at retail prices. If someone places a retail order through our website, we forward a copy of the order for your records, and your credits will be added to your personal spreadsheet. Your credits will be applied to your next order. If you have made your required sales amount for the sales period, then you can "cash in" any credits from members of your downline.

Do you offer a discount to your customers if they buy more than one mix?

There have been several ideas for the "sale" prices that you can offer your customers. Please feel free to use any of these, make up your own, mix and match any of these, or not use any of these and offer no sales! It is totally up to you!

Idea A

Buy 8 of any size, get one free!

Idea B

Buy 10 of any size, get 10% off your total order!

Idea C

Buy \$30 worth and pick a grab bag. (you can use the mixes for the month's specials for your grab bags)

On the Shaker jars- 4 for \$15

What do you suggest I do for a display to make my tables look nice at a craft show?

There are so many different ways to display that really look nice. Many people fill different baskets full of mixes and group them together according to theme. (All the dips together, soups together, cookies and breads in one basket, etc.) Some people have actually labeled on the basket what is inside each one. They named the category and then typed below it the contents of the basket. You don't even have to have the same type of baskets. If you use all different sizes and shapes of baskets, that is fine! Some people have lined the baskets with material or bright colored tissue paper. Some people use a table cloth and place different heights of boxes or Tupperware underneath and then place their baskets on top of the tablecloth (some on the risers and some on the actual tabletop). This looks nice too and gives your display a little variety with heights instead of all the baskets just sitting on the table. If you or someone you know is handy with wood, we also have the patterns to the different display stands in the back office.

Can we make copies of our catalogs and brochures instead of purchasing them?

Yes, you may do this if you want to. There is a copy of the catalog and the tri-fold in the back office. Some distributors copy their own and have their contact information already printed on the forms.

Do you find that most of your distributors do not have everything in stock? What do they usually do?

Each distributor is different in the ways that they run their business. Some have a really great stock and keep a few of each on hand, and some just usually order what others have ordered from them. We would suggest having on hand what you know is popular in your area and if someone orders something you don't have, then just place that in your next order. Honestly, your stock really just depends on what shows you go to, how big they are, how often you attend them, etc.

When should customers expect their mixes after ordering (let's say I do not have it in stock)?

We try to process orders as quickly as possible, and we will ship out your order within 5-7 business days after we receive it.

You pay 5% to distributors for direct recruits and 10% after they have been with the company for a year, but do you pay anything to them when their recruits recruit someone under them?

We only pay direct recruits. You can recruit as many people as you want, and as long as you are active, you will always receive the commission from their orders. If someone on your team recruits others, and then later leaves the company, they will be transferred to your team.

What is the difference between a retail and wholesale/independent distributor?

A retail distributor is one who sells at a store, and a wholesale/independent distributor sells at home shows, arts and crafts shows, etc. As far as ordering procedures and requirements, nothing. Each is given the same wholesale pricing and information.

Is your facility smoke free?
Yes, it is.