



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.

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.

After signing up and placing your first order, we will list your name, city, state, phone, and email on our website so that people in your area can buy directly from you. If you are a retail shop, your business name and address will be listed. For retailers with websites, we'll be happy to link to your website from these pages.

If you want to participate in home shows, we offer up to 15% to your host/hostess in free products of the total sales made! This offer also includes catalog and on-line shows. This is an encouragement to your host/hostess, yet you do not have to give away your products!

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. 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!

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.

After you place your first order, you will be assigned to a highly qualified top team leader. In addition to their training, we send out a monthly newsletter with tips and ideas. 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! There are tons of different training tools to take advantage of!

You will also have access to the Team Member Information section in the Back Office. This section is full of helpful information, including the following:

- Steps on how to kick start your business
- FAQs
- Home show ideas and FAQs to help you have a successful home show or arts and crafts show, a sample invitation, game ideas, a guideline checklist for shows, a list of mixes that are easy to prepare for samples, a list of basket theme ideas to help your customers when ordering gift baskets, a retail order form for your customers to fill out in case they want something that you don't have in stock
- Many marketing ideas
- Fundraiser FAQs and copies of all fundraiser forms
- Past and present company newsletters
- Mailing list section, samples of mailing list ideas and promotions to give you ideas, and mailing list forms (you can use these at home shows or festivals to begin your customer mailing list)

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 would send you a check 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. Whenever you have someone sign up and list you as their sponsor, they will buy the mixes directly from us, and you will receive 5% commission each time they order. You will receive 10% after you have been with the company for 1 year. You may view your accumulated credits from your team through our website. After you have logged in to the back office, you can click on, "My Sponsored List", and view your spreadsheet. You can also access this same sales sheet by copying & pasting the following into your browser and replacing the 1234 with your own 4 digit rep ID#. Only distributors with a downline will actually have their own spreadsheet. Web order credits, fundraiser credits, and miscellaneous credits will also be listed on individual spreadsheets. <http://www.thegourmetcupboard.info/rep/1234>

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. In order to actually "cash in" any accumulated credits from distributors in your down line, you have to already met your goal for the current sales period. Anyone, at anytime, is allowed to use their credits for orders, but only the distributors that have met their goal for the sales period will be able to actually "cash" them in. So, if someone accumulates credits throughout the sales period, never makes an order, and quits, then they cannot request the money earned from their downline. If someone does list you as their sponsor, we will send you an email letting you know as soon as they sign up and pay their \$25.00. After placing and paying for their first order, your new recruit and the amount of commission earned from their order will then be listed on your spreadsheet.

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 \$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.

For every \$50 in mixes that you spend with us, we will send you a free mix (\$3.00 wholesale or under) of your choice. You may use these for taste testing samples at shows, to keep for yourself, to give away as gifts, or whatever you desire.

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 (details above)
- 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.

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!