

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. You will receive a \$25.00 gift certificate code to be applied to your order.

Shipping, Wholesale Pricing, and Retail Pricing

The price that you see on the website is the suggested retail price. Some reps increase this retail price to make a higher profit margin. The wholesale price that reps pay is \$3.00 less than the suggested retail price. \$1.50 of this is your profit, and the other \$1.50 is a built-in price so that we are able to offer free shipping for retail customers.

Reps always pay for shipping when ordering wholesale. When we ship your order, you are refunded any difference in shipping. So, reps always pay the **exact** shipping cost. If the amount that we charge you is MORE than what the actual shipping costs, we always email you at the same time we email the tracking number. We let you know the difference in price, and we add this amount to your e-wallet (more on this in a bit...)

If the amount that we charge is LESS than what the actual shipping cost is, we do NOT charge you the additional amount.

Your customers receive FREE shipping IF they purchase at least 8 items.

There is a small upcharge that is built into retail items that helps to cover shipping (for RETAIL ONLY).

If a customer places less than 8 items, they WILL be charged the normal shipping.

This is an incentive for your customers to purchase 8 items, which benefits YOU as well!

Catalogs do NOT include prices. This is because the retail price is determined by the individual rep. Most reps include a tri-fold brochure in each catalog, and tri-folds DO list the suggested retail price. Since the retail prices have shipping built into the price, so you don't have to charge any additional shipping fee to your customers.

For example...

A Baked Potato Soup is \$6.50 retail. (same on trifolds and website)

As a wholesaler, the Baked Potato Soup mix is \$3.50.

If your customer purchases this item from you on your affiliate site, they will pay \$6.50.

If they purchase only this item, they will be charged shipping. If they purchase this mix, plus 7 more items, they will receive free shipping.

You will receive \$1.50 commission for each item sold.

If they purchase directly from you (either at home show or festival), they would pay \$6.50.

Your profit- $6.50 - 3.50$ (what you paid) = \$3.00.

This would be your regular \$1.50 profit plus an additional \$1.50 to cover your shipping that you already paid when you ordered.

When you purchase in bulk, you can fit about 10 Baked Potato Soups in an “A” box. Let’s say your “A” box cost \$12.50 to ship to you.

This would be an average of \$1.25 per item to ship these 10 soups, so you would make an additional .25 on each item when you sold them.

TGC uses a very fair weight based shipping, which means that your shipping rate is calculated on the basis of the cumulative weight of the items being shipped to your shipping zone. It is cost-effective and ensures that you will be charged a proportional price regardless of the number of items in your shopping cart. If your order is more than 200 lbs, you may be subject to additional shipping.

Credits Earned

You may view your accumulated credits from your team through the back office. After you have logged in to the back office, you can click on, “E-Wallet-E-Wallet Details”. It will list the amounts of each of your commissions made, by date. It will also state how the commissions were made: (whip it up bonuses, level commissions from reps on your team (listed by rep’s name), any transfers that another team member made to you, etc.)

Tri-fold Brochures with Prices

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 customize and print. It includes a space for you to enter your name and re-order information before printing. These tri-folds are also available for wholesale purchase as well.

Meeting Quota

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.

Training

You will be assigned to a highly qualified top team leader. In addition to their training, we send out a monthly newsletter. We also send you training emails each day for 22 days. There is also a Facebook group that you can join, which is SUPER helpful and FULL of helpful files. The back office is also full of helpful information. There are tons of different training tools to take advantage of!

Fundraising and Building a Team

If you are interested in making even more money, then you can book a fundraiser. If you get a school, church, or any other organization to set up a fundraiser with us, we will give you 10% (no matter your rank).

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.

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 their first order, your new recruit and the amount of commission earned from their wholesale order will then be listed on your spreadsheet.

Marketing Items

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.

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!