



Consultant Information Packet

First, let me welcome you to the Gifts Made Personal family. Since you are considering becoming a Consultant with us, I am sure you already know about the wonderful line of personalized products that we offer.

We are so pleased that you are thinking of joining our growing team of Consultants. This packet was designed to help you familiarize yourself with our program, so that you may make the most of your new business.

Gifts Made Personal believes in helping moms (and dads) stay at home with their children, so we have tried to make our program as easy and rewarding as possible. If, at any time, you have questions or concerns about our Consultant Program, feel free to contact me directly.

Warmest Regards

Syd Betts

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Owner, Gifts Made Personal
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<http://www.giftsmadepersonal.com>

Consultant Benefits

Designed to help make your home business a thriving success...

You are Your Own Boss!

Unlike other direct sales home businesses, Gifts Made Personal does not require you to book a certain number of shows in a given time period to remain active. We believe that each person's needs are different. Some Consultants will choose to work only enough to earn a little extra spending money, while some Consultants will develop a thriving full-time home-based business. We welcome both with open arms!

Easy Business to Run!

Some direct sales home businesses are rather difficult to run. They either require you to make or cook something in the Hostess' home, or they require you to lug around tons of heavy merchandise. With Gifts Made Personal, you will find that our business is a breeze to run. Most of products are lightweight and easy to transport. And, the hardest thing you will have to do at a party is pass around our wonderful merchandise...no baking, we promise!

Generous Earnings!

As stated previously, Gifts Made Personal has structured our program in a way that we hope will allow moms to stay home with their little ones. To achieve that goal, we have created one of the most competitive compensation plans available. Consultants receive 25% commission on ALL sales. We differ from other direct sales companies in that we do not require a minimum sale amount before your commission kicks in. For instance, if you sell one of our personalized children's books to a family member, you earn commission. Commission is NOT limited to parties or sales that reach a certain dollar amount!

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Hostesses have exiting benefits too!

Just look at our hosting benefits, and you will see how easy booking parties will be!

Free Products

Hostesses will receive 20% of the total guest sales accumulated at their party in FREE products. Example: If the retail total of their party equals \$500, they will receive \$100 worth of products FREE.

Half-priced Items

Hostesses will earn half-price items based on the total guest sales accumulated at their party. They will also receive a half-price item for each person who books a party at their party.

Hostess Rewards Program		
Guest Sales *	Number of Half Price Items	Free Products Dollar Value **
0-100	1	up to \$20
101-200	2	up to \$40
201-300	3	up to \$60
301-400	4	up to \$80
401-500	5	up to \$100
501-600	6	up to \$120

* Excludes tax, shipping and handling

** Dollar values shown are examples. Actual amount is 20% of the total party guest sales.

Consultant Responsibilities

While you will find that your new business is very simple to run, please keep in mind that it is a business, and as any business, it will take time and effort to succeed. Below are some tips that will help you achieve your business goals.

1. **Display** – With your Consultant Starter Kit, you will receive a variety of our products to showcase to your customers. Do not feel that you have to limit yourself to the products in your Starter Kit. Consultants are encouraged to extend their product line over time. Pictures in catalogs can only go so far in promoting a product. Allowing the customer the opportunity to actually hold the merchandise in their hand is always the best means to make a sale.

We also encourage you to be creative with your display to make it more attractive. Rather than displaying your prints simply in laminated sheets, consider purchasing frames to hold the prints. Inexpensive framing may be purchased from stores like Wal-mart and Dollar Tree.

2. **Parties** – We hope that you will find our home parties both fun and rewarding! But most of all, we hope you find them easy to run. Successful home parties will translate into more sales and a successful business. Below is a sample timeline for booking and running a party:

- a. Take party reservation
- b. Meet with Hostess to deliver Hostess Packet and discuss party
- c. Receive final guest list from Hostess (we recommend requiring hostess to provide this information 5 days before party date)
- d. Call Hostess to confirm party 3 days before party date
- e. Arrive for party approximately 30 minutes early
- f. Party begins – product demonstration, games, etc.
- g. Gather orders
- h. Receive payment (via cash, credit cards, or checks made payable to you)
- i. Party ends
- j. Meet with Hostess to place her rewards order
- k. Send party order to Gifts Made Personal (via mail or you may submit the order online)
- l. Verify merchandise delivery with Hostess
- m. Close party

3. **Advertise** – Our products are in high demand, but they will not sell if people do not know about them. We encourage you to always carry business cards, flyers and catalogs around with you and hand them out to anyone who seems interested. Handing out literature is an inexpensive way to promote your business. Gifts Made Personal has a variety of advertising material that you may order from us, or to save on expenses, you may download and print some of the material yourself.
4. **Payment** - Gifts Made Personal has developed one of the most competitive direct sales commission plans available. As a Consultant, you will receive 25% commission on ALL sales. With our plan, you do not have to book a party to receive compensation. Of course, we highly recommend booking parties, as they are the quickest way to earn more income, but they are not a requirement. You are free to run your business as you see fit. If you would like to concentrate on individual sales at flea markets, craft shows, etc. you will receive the same commission as you would with a home party. The only place we ask that you not sell our products is via online auctions, such as Ebay™.

Please note that our commission payments are mailed out twice a month. If at payment time, your commission does not equal more than \$25, we will hold your commission payment until the end of the quarter. So, you will be paid twice a month if your commission is greater than \$25, and once a quarter if your commission is less than \$25.

You are responsible for collecting payments at the end of a party, with the exception of credit card payments. You will then make a payment to Gifts Made Personal to cover the cost of the party merchandise. Your payment may be made by check or online via credit card. We recommend paying by credit card or debit card when possible, as it will expedite the mailing of your party merchandise.

Consultant Starter Kit

To assist you with starting your new business, you will receive a Consultant Starter Kit. Your Kit will contain the following:

1. **Product Samples** – We encourage you to consider ordering additional merchandise with your Consultant discount to enhance your display. You will be notified when new products are added to our inventory, and you will be given the opportunity to purchase the new items to add them to your display
2. **Hostess Information Packet** – We will Hostess information packets in your Kit. Once a Hostess books a party, she should receive her packet as soon as possible, as it will answer many of her questions about hosting a party.

Additional packets can be purchased by visiting our online Consultant Resource Center, or you may print the packet from your home/office computer by downloading it from the Resource Center.

3. Party Invitations – Your Consultant Kit will also contain party invitations. Many Consultants struggle with the issue of deciding who should send out the invitations, the Consultant or the Hostess. While we do not require you to take over the mailing of the invitations, we highly recommend it.

If the mailing of the invitations is left up to the Hostess, you are not able to verify that the invitations are sent in a timely manner. Similarly, if your Hostess is having trouble mailing her invites, you do not want to be put into a situation where you have to “pester” her. Remember, we want the party process to be as painless and pleasant as possible for our Hostesses so they will recommend hosting a party to their friends! Helping them with this necessary but tedious task can truly make a difference.

We ask that you only use official Gifts Made Personal’s party invitations. Additional invitations can be purchased by visiting our online Consultant Resource Center.

4. Catalogs & Order Forms – Your Consultant Kit will also contain catalogs and order forms to make placing orders a breeze. New catalogs are typically released every quarter, and when new catalogs are released, you will automatically receive a new set at no cost to you.

Additional catalogs and order forms can be purchased by visiting our online Consultant Resource Center. You may also download and print our order forms from your home/office computer. However, we do not allow home printing of our catalogs, so we suggest you remained well stocked in catalogs at all times.

Consultant Support

If you ever need assistance or guidance, please do not hesitate to contact us toll-free at (877) 891-2141 or by email at consultants@giftsmadepersonal.com. Again, we look forward to welcoming you to the Gifts Made Personal family!

Getting Started

To become a consultant, simply complete the following Consultant Agreement and mail it back to us with your Starter Kit payment of \$69.00 to Gifts Made Personal 242 NE 46th Street, Lawton, Oklahoma 73507. Please make your check payable to Gifts Made Personal You should receive your Starter kit within 14 business days after the receipt of your signed Agreement and Starter Kit payment.

GMP CONSULTANT AGREEMENT

This Agreement is entered into between Gifts Made Personal (“the Company”) and you (“the Contractor”).

1. Independent Contractor. Subject to the terms and conditions of this Agreement, the Company hereby engages the Contractor as an independent contractor to perform the services set forth herein, and the Contractor hereby accepts such engagement.
2. Duties, Term, and Compensation. The Contractor’s duties, term of engagement, compensation and provisions for payment thereof shall be as set forth in the estimate previously provided to the Company by the Contractor and which is attached as Exhibit A, which may be amended in writing from time to time, or supplemented with subsequent estimates for services to be rendered by the Contractor and agreed to by the Company, and which collectively are hereby incorporated by reference.
3. Confidentiality. The Contractor acknowledges that during the engagement he or she will have access to and become acquainted with various trade secrets, inventions, innovations, processes, information, records and specifications owned or licensed by the Company and/or used by the Company in connection with the operation of its business including, without limitation, the Company’s business and product processes, methods, customer lists, accounts and procedures. The Contractor agrees that he or she will not disclose any of the aforesaid, directly or indirectly, or use any of them in any manner, either during the term of this Agreement or at any time thereafter, except as required in the course of this engagement with the Company. All files, records, documents, blueprints, specifications, information, letters, notes, media lists, original artwork/creative, notebooks, and similar items relating to the business of the Company, whether prepared by the Contractor or otherwise coming into his or her possession, shall remain the exclusive property of the Company. The Contractor shall not retain any copies of the foregoing without the Company’s prior written permission. Upon the expiration or earlier termination of this Agreement, or whenever requested by the Company, the Contractor shall immediately deliver to the Company all such files, records, documents, specifications, information, and other items in his or her possession or under [his or her] control. The Contractor further agrees that he or she will not disclose his or her retention as an independent contractor or the terms of this Agreement to any person without the prior written consent of the Company and shall at all times preserve the confidential nature of his or her relationship to the Company and of the services hereunder.
4. Conflicts of Interest; Non-hire Provision. The Contractor represents that he or she is free to enter into this Agreement, and that this engagement does not violate the terms of any agreement between the Contractor and any third party. Further, the Contractor, in rendering his or her duties shall not utilize any invention, discovery, development, improvement, innovation, or trade secret in which [he or she] does not have a proprietary interest. During the term of this agreement, the Contractor shall devote as much of [his or her] productive time, energy and abilities to the performance of [his or her] duties hereunder as is necessary to perform the required duties in a timely and productive manner. The Contractor is expressly free to perform services for other parties while performing services for the Company. For a period of six months following any termination, the Contractor shall not, directly or indirectly hire, solicit, or encourage to leave the Company’s employment, any employee, consultant, or contractor of the Company or hire any such employee, consultant, or contractor who has left the

Company's employment or contractual engagement within one year of such employment or engagement.

5. Right to Injunction. The parties hereto acknowledge that the services to be rendered by the Contractor under this Agreement and the rights and privileges granted to the Company under the Agreement are of a special, unique, unusual, and extraordinary character which gives them a peculiar value, the loss of which cannot be reasonably or adequately compensated by damages in any action at law, and the breach by the Contractor of any of the provisions of this Agreement will cause the Company irreparable injury and damage. The Contractor expressly agrees that the Company shall be entitled to injunctive and other equitable relief in the event of, or to prevent, a breach of any provision of this Agreement by the Contractor. Resort to such equitable relief, however, shall not be construed to be a waiver of any other rights or remedies that the Company may have for damages or otherwise. The various rights and remedies of the Company under this Agreement or otherwise shall be construed to be cumulative, and no one of the them shall be exclusive of any other or of any right or remedy allowed by law.
6. Termination. The Company may terminate this Agreement at any time by 10 working days' written notice to the Contractor. In addition, if the Contractor is convicted of any crime or offense, fails or refuses to comply with the written policies or reasonable directive of the Company, is guilty of serious misconduct in connection with performance hereunder, or materially breaches provisions of this Agreement, the Company at any time may terminate the engagement of the Contractor immediately and without prior written notice to the Contractor.
7. Independent Contractor. This Agreement shall not render the Contractor an employee, partner, agent of, or joint venturer with the Company for any purpose. The Contractor is and will remain an independent contractor in his or her relationship to the Company. The Company shall not be responsible for withholding taxes with respect to the Contractor's compensation hereunder. The Contractor shall have no claim against the Company hereunder or otherwise for vacation pay, sick leave, retirement benefits, social security, worker's compensation, health or disability benefits, unemployment insurance benefits, or employee benefits of any kind.
8. Successors and Assigns. All of the provisions of this Agreement shall be binding upon and inure to the benefit of the parties hereto and their respective heirs, if any, successors, and assigns.
9. Headings. Section headings are not to be considered a part of this Agreement and are not intended to be a full and accurate description of the contents hereof.
10. Waiver. Waiver by one party hereto of breach of any provision of this Agreement by the other shall not operate or be construed as a continuing waiver.
11. Notices. Any and all notices, demands, or other communications required or desired to be given hereunder by any party shall be in writing and shall be validly given or made to another party if personally served, or if deposited in the United States mail, certified or registered, postage prepaid, return receipt requested. If such notice or demand is served personally, notice shall be deemed constructively made at the time of such personal service.

12. Modification or Amendment. No amendment, change or modification of this Agreement shall be valid unless in writing signed by the parties hereto.
13. Entire Understanding. This document and any exhibit attached constitute the entire understanding and agreement of the parties, and any and all prior agreements, understandings, and representations are hereby terminated and canceled in their entirety and are of no further force and effect.
14. Unenforceability of Provisions. If any provision of this Agreement, or any portion thereof, is held to be invalid and unenforceable, then the remainder of this Agreement shall nevertheless remain in full force and effect.

IN WITNESS WHEREOF the undersigned have executed this Agreement. The parties hereto agree that facsimile signatures shall be as effective as if originals. In addition, the Contractor's signature herein signifies that he or she is in full agreement with the terms set forth in the preceding Consultant Information Packet.

Gifts Made Personal

Contractor

By: _____
Its: Owner

By: _____
Its: Contractor

SCHEDULE A

DUTIES, TERM, AND COMPENSATION

DUTIES: The Contractor will work at their own schedule promoting and selling product for The Company. The Company does not require that The Contractor meet a certain quota to remain active. However, The Contractor must notify The Company in writing of their desire to remain active if 6 months passes with no sales.

TERM: This engagement shall commence upon execution of this Agreement and shall continue in full force indefinitely.

COMPENSATION: As full compensation for the services rendered pursuant to this Agreement, the Company shall pay the Contractor the a commission of their sales of the Company's products. The Contractor will receive a commission of 25% their sales (minus taxes and shipping costs).