



The Germantown Candle Co.

Germantown, Ohio

Wholesale Distributor Program

Are you tired of living every day 9-5? Are you finished with working overtime, just to make someone else a few extra dollars? Do you want to make your own decisions and be responsible for the success of a company based on your own hard work? If you said yes to any of these questions, then you are definitely in the right place. The Germantown Candle Company offers a very competitive wholesale distributor program that allows you to grow and create a successful business that you control.

The Germantown Candle Company is here to help you succeed. If your business is successful, then our business is successful. Our goal is to allow you to have continued business growth, using an established, superior product. Our business plan is not for you to sell to your friends and family, and then be done with the program. Our plan pushes for continual growth and success. Our company and its ideas grew out of the frustration that you feel every day. We wanted to be in control of our lives, both personal and professional so we decided to do something about it. Our commission rates are some of the best in the candle industry, we are not here to get rich from your hard work and dedication, we are here to help you run a profitable business. "Your independence is our success."

Sincerely,

Joe Stratton

Joe Stratton

Owner

The Germantown Candle Company



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How The Program Works

1. As a wholesale distributor, you can purchase a Candle Sales Starter Kit for \$74.99. This kit will include everything you need to start your business. It will include:

- (1) 26oz Apothecary Jar Candle
- (1) 16oz Apothecary Jar Candle
- (1) 10oz Apothecary Jar Candle
- (1) 8oz Jelly Jar Candle
- (1) Classic 3.5oz Room Spray
- (2) Packs of Classic TartMelts
- (2) Packs of Clam Shell TartMelts
- (12) 1oz Sample Candle Jars of our Current Fragrance Collection
- (10) Product Catalogs

2. The Commission rate is as follows:

- Each distributor will start off as a Bronze Level Distributor and will receive **25%** of every retail order until you reach \$499.99 in lifetime sales.
- You will then become a Silver Level Associate and you will then receive **35%** of every retail order from \$ 500.00 - \$9,999.99 in lifetime sales.
- Once you reach \$10,000.00 in sales you will become a Gold Level **Established Wholesale Partner** and you will receive **50%** of every retail order.

A quick look at commission:

| Associate Level | Lifetime Retail Sales | Commission Rate |
|------------------------|------------------------------|------------------------|
| Bronze | \$0.01 - \$499.99 | 25% |
| Silver | \$500.00 - \$9,999.99 | 35% |
| Gold | \$10,000.00 & Up | 50% |



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3. In order to finalize your status as a Wholesale distributor, each person must sign and Submit the Wholesale Distributor Agreement form found below. Along with your Wholesale Distributor Agreement, you will be required to submit an IRS form W-9. Without these forms on file, we will be unable to release your commission.
4. As a Wholesale Distributor of The Germantown Candle Company you will be required to read all of the company policies and our information sheet on why our candles and products are superior to the competition. By becoming educated on company policies and our products, it allows you to answer any questions that a potential client may have.



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Wholesale Distributor Agreement Form

Date _____

Full Name _____ (Please Print)

SSN _____ - _____ - _____

Address _____

City _____ State _____ Zip Code _____

Home Phone _____ Work _____ Cell _____

Please read before signing:

As a Germantown Candle Company Wholesale Distributor, I, _____ will provide The Germantown Candle Company, with an IRS form W-9 so that an IRS form 1099 can be filed at the end of each year. I understand that The Germantown Candle Company will not withhold any taxes from my commission payments that may be due to the government. I understand that this will be my responsibility. I understand that I am an independent Wholesale Distributor and no joint venture, partnership, employment, or agency relationship exists between me and The Germantown Candle Company as a result of this agreement or as a result of the use of any The Germantown Candle Company products. I also understand that The Germantown Candle Company does not cover any independent Sales Representative with any accident insurance, auto insurance, unemployment insurance, health insurance, medical insurance, or any type of insurance. I understand that The Germantown Candle Company reserves the right to approve independent Wholesale Distributors or terminate independent Wholesale Distributors at any time. I also understand that it is my responsibility as an independent Wholesale Distributor to see that The Germantown Candle Company receives all orders that I generate. I understand that it is also my responsibility to see that payment is either collected at the time of the order by cash, credit card, or check. Commissions are paid on an individual order basis. Commissions are based on paid orders, not calculated on submitted orders. Payment will be made by check or by PayPal if the Wholesale Distributor prefers. Commissions are not paid on Shipping & Handling charges. No commission payments will be sent until we have a completed Germantown Candle Company Sales Representative Agreement and a completed W-9 form on file.

By signing this agreement, I agree to the terms above.

Signature _____ Date _____