



Hostess Program February 2012

Usborne Books At Home

Merchandise Allowance

Merchandise Allowance is at least 10-12% of home show retail total. Or the hostess can DOUBLE her Merchandise Allowance and purchase it at a 70% discount!

RETAIL SALES	YOUR CHOICE
\$200-249	\$25.00 FREE (or \$50 for \$15.00)
\$250-299	\$30.00 FREE (or \$60 for \$18.00)
\$300-349	\$37.50 FREE (or \$75 for \$22.50)
\$350-399	\$45.00 FREE (or \$90 for \$27.00)
\$400-449	\$52.50 FREE (or \$105 for \$31.50)
\$450-499	\$60.00 FREE (or \$120 for \$36.00)
\$500-549	\$67.50 FREE (or \$135 for \$40.50)
\$550-599	\$75.00 FREE (or \$150 for \$45.00)
\$600-649	\$82.50 FREE (or \$165 for \$49.50)
\$650-699	\$90.00 FREE (or \$180 for \$54.00)
\$700-749	\$97.50 FREE (or \$195 for \$58.50)
\$750-799	\$105.00 FREE (or \$210 for \$63.00)
\$800-849	\$112.50 FREE (or \$225 for \$67.50)
\$850-899	\$120.00 FREE (or \$240 for \$72.00)

Add \$7.50 in merchandise allowance for each \$50 above \$900 and double for purchase option.

Booking Credits

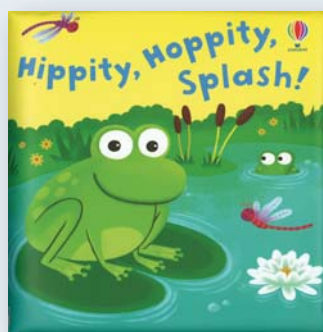
For every guest who books a new show, the original hostess earns the right to purchase **\$20 worth of books for \$6 - a 70% discount!**

And... every **guest** who books and holds a new home show processed within four weeks (28 days) of the original show will earn the right to purchase **\$20 worth of books for only \$6**. The guest's name and home show date must be listed on the original show's future bookings.

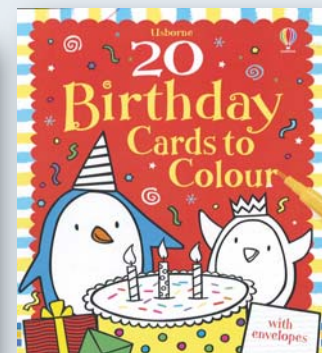
New shows must be processed within four weeks (28 days) of the original show. All "Booking Credit" books must be ordered when the new show order is processed.

Hostess Bonus Books

If home show retail sales total **\$300 or more plus one booking**, the hostess may choose one of the following books. This book is to be ordered and delivered with the books for the **first booked show processed within 28 days**.



235704
\$11.95 value



235711
\$11.95 value

Your Usborne Books at Home Consultant