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# HOME PARTY 2015





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## Basics

### Home Party Rep Support

For any questions Orient Expressed Home Party can help! Rep Support can also help resolve order questions or any system-related issues.

Phone: 1-888-856-3948

Email: [homeparty@orientexpressed.com](mailto:homeparty@orientexpressed.com)

Mon-Fri 9:00am – 5:00pm CT

### Rep Portal

Rep Portal is a dedicated, informative part of our website dedicated only to Home Party Reps. This is your go-to source. Home Party Reps have the responsibility of checking the Rep Portal frequently to stay up-to-date on important home office information, announcements and upcoming important dates you need to know. Here you will find our Home Party System, Business Tools, and information.

To log into website

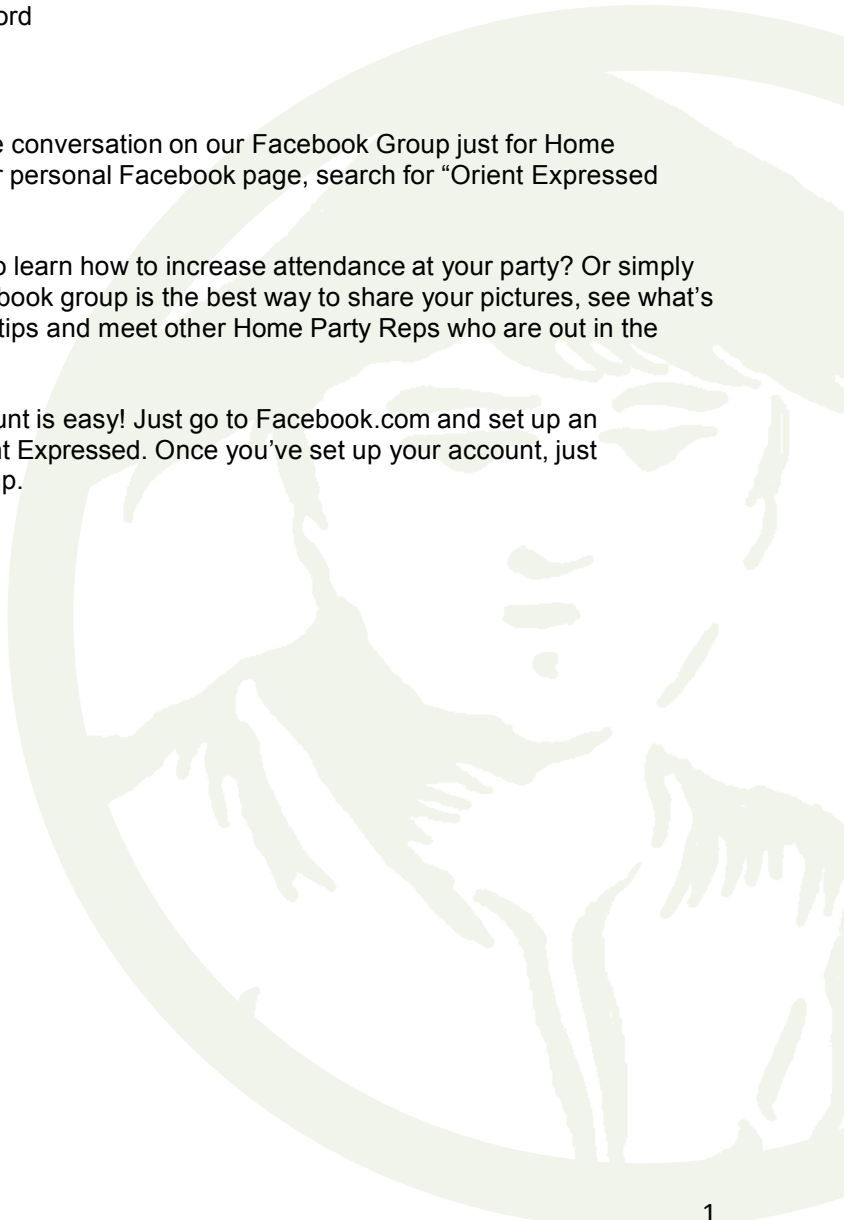
- Visit [www.orientexpressed.com](http://www.orientexpressed.com)
- Enter your log in Email address and password

### Rep Facebook Group

Connect with other Home Party Reps! Join in the conversation on our Facebook Group just for Home Party Reps! To join you must be signed into your personal Facebook page, search for “Orient Expressed Home Party Reps” and click “Request to Join”.

Want to upload pictures from your party? Want to learn how to increase attendance at your party? Or simply want to meet other Home Party Reps? Our Facebook group is the best way to share your pictures, see what’s happening at the home office, get helpful selling tips and meet other Home Party Reps who are out in the field just like you!

Not a member of Facebook? Setting up an account is easy! Just go to Facebook.com and set up an account with the email address you use for Orient Expressed. Once you’ve set up your account, just follow the steps above to request to join our group.





# Home Party Rep Status, Qualifications and Recruiting Program




DOES NOT have designated territories for our Home Parties. As we continue to grow as a company, we plan to recruit new Home Party Reps in all areas. Everyone is informed of our standards as outlined in the Home Party Rep Agreement. Home Party Reps may sell anywhere to anyone as long as they are not knowingly soliciting other Home Party Reps' existing customers.

## Home Party Rep Active Status – Register Twice a Year!


Spring & Summer Collections – Season 1

Fall & Winter Collections – Season 2



A Home Party Rep remains active with  when the upcoming season's registration is completed and the non-refundable registration fee is paid in full during the designated registration period.



Registration is twice a year for a 7-21 day period and  reserves the right to determine the registration period length. Home Party Reps will be given notice via email before the first day of registration. Upcoming season registration will be during the last month of the current selling season. Failure to register during the designated registration period as instructed will result in termination of your Home Party Rep Agreement, and customer database on the last day of the current selling season. You will receive legitimately earned commissions only for the last full payment period you were active prior to termination. Former Home Party Reps who rejoin our team will be charged the \$100 non-refundable registration fee.

## Home Party Rep Status

Home Party Rep achieving net sales of \$10,000 the previous season, the registration fee is waived.



provides the following to our Home Party Reps:

- Branded Orient Expressed E-vite invitations.
- Options of sample sets
- Traveling Sample set
- Purchase a Sample set at Cost( 50% off Retail price)
- Cost of shipping the sample set
- Access to the website for sales input
- Insight and information to make your selling season successful
- Friendly and knowledgeable Home Party Service Team

## Website access



provides our Home Party Reps with access to the company website at no additional cost. Here, customers can enter orders directly while giving you sales credit. Customers can shop for a party giving the Home Party Rep or Hostess direct credit. Your personal access is permitted by Orient Expressed and cannot be changed.




# Sample Set

## What is a Sample Set?

A sample set consists of sample clothing for each of four seasons (Spring, Summer, Fall, Holiday).



The samples arrive on hangers in a cardboard box labeled . Also included in the set is your Orient Expressed door hanger (a great tool to use at parties to let guests know they've come to the right place!). The sample set is the best sales tool you have AND allows party customers to see, touch and feel the clothing before purchasing.

## Sample Set OPTIONS:

### 1) Traveling Sample Set

#### How Do I Schedule the Traveling Sample Set?

Returning Home Party Reps are given first option to receive Traveling Sample Set and schedule dates. The Traveling Set will be booked via Event Slot 4 times annually. Calendar dates are sent via email. The Traveling Sample Set, will arrive on a Wednesday and be shipped the following Monday, can ONLY be used for that week (Wednesday to Sunday).

Once you receive the traveling sample set.

Take inventory of your TRAVELING sample set to ensure you've received each sample included in the seasonal sample set list. If any items are missing, contact [HomeParty@orientexpressed.com](mailto:HomeParty@orientexpressed.com) immediately with a note about the missing item(s).

You may **NOT** sell or keep items in the TRAVELING sample set; they are to be used exclusively as party samples and are property of Orient Expressed. Home Party Reps and Hostesses will be fined for missing or damaged items.

### 2) Purchase a Sample Set

All Home Party Reps have four options to purchase a Sample Set. The sample set is selected from the size pre-pack list. All items in the seasonal lines are included, and it is mandatory to purchase all items. The purchase is at Cost(50% of Retail Prices). These samples are yours to KEEP and for use by you and your Hostesses during your shows. Following your shows it is up to you...use them or sell them(even during your shows). This "purchased sample set" is NOT exchangeable, refundable, or returnable.

## Sample Set Handling and Shipping Policy

Sample Sets are shipped via UPS and will be delivered to and picked up from your home address. Pick-up is scheduled by Orient Expressed and UPS. Sample Sets are scheduled to ship/pick-up on Mondays and scheduled to arrive on Wednesdays.

You will need to print the shipping labels to ship the Traveling Sample Set to the next Home Party Rep or to the Orient Expressed Home Office.

Follow these instructions to ship your kit:

- Put the Orient Expressed door hanger at the bottom of the box
- Put all poly bags over each item of clothing (do NOT stuff poly bags in the kit; they should be neatly placed over each item to protect the clothing during its transit)
- Put each item of clothing flat in the box
- Tape the box using packaging tape on all four sides
- If the previous "Ship to" label is still visible please remove it.
- Place your kit outside in clear sight (UPS drivers must be able to see the package).

Do NOT schedule a Home Party for the day you are to receive your kit or ship the kit. While we do not foresee any delays with UPS Delivery, it is NOT recommended to plan a Home Party on these days should a delay in pick-up or delivery occur. Orient Expressed is NOT responsible for unforeseen or unexpected delays with shipping.



## Home Parties—the heart of your business!

### What is a Home Party?

An Orient Expressed Home Party is easy and fun! Find moms who want to host an Orient Expressed Home party. Orient Expressed Home Party provides invitations for Home Party Reps and Hostesses to mail to friends and family. When the time comes to have your party, you display the clothes and take orders. Once an order is entered into the Portal they are sent directly to us. We handle the rest—shipping our clothes directly to your Home Party customers.

Home Parties are the foundation of your business and are the best way for you to meet new customers and recruit Hostesses so that you may expand your Orient Expressed business. For customers who cannot attend your party, we encourage them to use the website and enter the Rep and/or Hostess Name during checkout.

### Rewards

Your Hostess will receive a 5% commission, and you the Home Party Rep receive 15% commission on all net sales!

In addition to enjoying the same 30% discount on Orient Expressed products, once the sales for their parties are greater than \$500.00

### What is an E-Party?

E-Parties work the same way as a Home Party except the party is created online and customers visit the website to place party orders during a certain allotment of time. The Home Party Rep or Hostess receives credit for all net sales during this period.

Why E-Parties? This is perfect for the Hostess who may feel that her house is too small or if she lives too far away from her friends, but would be happy to sell to friends and family. This is also a great tool to utilize if you are just starting out as a Home Party Rep and have limited time.

By having e-parties, your Hostess will receive 5% commission and you the Home Party Rep receives 15% commission!

Remember to always follow-up with Home Party and E-party customers to see if they would be interested in becoming an Orient Expressed Home Party Hostess.

Successful E-Parties are those of motivated Home Party Hostesses who keep the E-Party going for a limited time 1-2 weeks only. The Home Party Hostess should treat the E-Party similar to that of a Home Party—still sending invitations, E-vites and making her follow-up calls to invitees to remind and collect last minute orders to help her earn the most commission!

## Home Party Customer Orders

Home Party customer orders are processed and shipped as they are entered with payment into our system. They do not have to wait for the party to close before their order begins to process.

Orient Expressed is not responsible for commissions lost when Home Party customer orders are returned/exchanges.

## Ordering Process

One of the most important Home Party Rep responsibilities is to master the online ordering process. Orders are accepted ONLY thru the Orient Expressed website. [HomeParty@orientexpressed.com](mailto:HomeParty@orientexpressed.com) will assist to service the customer but CANNOT input orders.

Orient Expressed is not responsible for orders inaccurately entered by the Home Party Rep or Hostess and will not issue credits for these errors.

## Customer Accounts

After submitting an order the customer will receive an order confirmation email to the address provided at the time of the order.

## Moving Parties for credit

**PLEASE NOTE! If your Hostess' party does not meet the minimum party requirements then orders tied to her party CANNOT be moved or requested to be moved to another party to add Hostess commissions for another Hostess.**

## Cancelling a Party

If you choose to use the Traveling Sample Set, and you have to CANCEL you and your Hostess Home Parties.

\$500 penalty will be charged for the loss of revenue and cost of shipping.

We will attempt to reroute the Traveling Sample set

## Party Submission Policy

Customer orders will process and ship as their order is completed in the website.

Orders will NOT be accepted via:

- phone
- fax

Orient Expressed accepts ALL major debit/credit cards. Multiple forms of payment are not accepted.

**It is against company policy for an Orient Expressed Home Party Rep or Hostess to accept cash or a personal check and use their personal credit card to pay for a customer's order.**

## Recruit Credits for Hostesses

Orient Expressed offers Home Show Hostesses a \$100 Electronic Gift Card when she recruits a new Hostess! This \$100 Electronic Gift Card can be used on the Hostess personal purchase applied as a method of payment.

The following qualifications must be met in order for the Hostess to receive a \$100 Electronic Gift Card:

- The NEW Hostess has not hosted a party in the last two seasons.
- The NEW Hostess must hold a party in the current season.
- The NEW recruit Hostess's party must reach sales of \$500



## Commissions

Home Party Reps receive commission on ALL qualifying customer orders, including party, website, & in store for which a customer gives a Home Party Rep credit. You may continue to earn commission on items throughout the year, even on sale items (both you & your hostess).

15% NET Home Party Rep commission is paid on all Orient Expressed products, 5% NET Home Party Hostess commission minus:

- Taxes
- Shipping
- Coupons
- Promotional codes
- Discounts
- Returns
- Cancelled items

Orient Expressed commissions are paid as follows:

- Home Party Rep or Hostess paid on active status only.
- Paid on NET sales.
- Commission is paid direct deposit only.
- 5% commission Home Party Hostess
- 15% commission Home Party Rep
- 20% on NET sales above \$10,000 per season

**Commission is NOT paid on the following:**

- **Purchased Sample Set**
- **Cancelled or Returned Items**
  - If a Home Party Rep has been paid commission on an order and the customer returns an order or item(s) within an order for a refund a pending adjustment will be issued for the commission paid for the item(s) and deducted from the next commission payout.
- **All Home Show Rep and Hostess Orders**
  - This includes all orders purchased with or without your discount
- **Items Purchased Using Promotional Codes**
  - Commission is NOT paid on items purchased using Promotional codes.
- **End of the Season Home Party Rep and Hostess 50% off Clearance Sale Orders, Flash Sales, or Daily Deals**

### Commission Statements

Commission statement(s) will be available immediately following commission run(s). The commission statement will be emailed to each Home Party Rep & Hostess individually.

### Additional Incentive

- Year End Bonus
- 10% of Annual NET sales increase over the previous year NET sales
- Direct deposit with January commission deposit for December sales

### Home Party Rep and Hostess Discount

- One of the benefits for many Sales Reps & Hostesses is buying Orient Expressed products at a 30% discount.
- Former Home Party Reps that achieved \$500 or more in FALL 2014 are entitled to a 30% discount and will be given their Promo Code during the registration process.
- New Home Party Reps and Hostesses must sell \$500 in the current party season before they are eligible for the discount.
- Once \$500 in NET Sales is achieved, your 30% discount is allowed. You will receive a promo code for your discount. The 30% discount is only available during active registration. *\*30% off discount does not apply to clearance and/or monogramming fees.*
- Buying Orient Expressed clothes at a discount can be a low cost advertising tool. What's more fun than advertising your business while dressing your children at a discount? Receiving your discount on an online order is easy. Log on to the website and use your Promo Code at checkout.
- All Home Party Rep & Hostess orders are commissionable.





# Marketing, Advertising, Press, Trademark and Public Image Protection from Sales Through Auction



## Protecting the Name/Brand

The Orient Expressed name, logo and trademark, as well as our designs, images and/or symbols belong to Orient Expressed. Home Party Reps can use marketing/advertising materials with the Orient Expressed name created by the Home Office. These materials are accessible via Drop Box under “Sales Tools and Forms.”

## Brand Materials

Home Party Reps and Hostesses may not re-produce, distribute or sell this and other materials bearing the company brand and name. If you have suggestions for training materials please submit your ideas to the Home Office @ [homeparty@orientexpressed.com](mailto:homeparty@orientexpressed.com)

## Trademarks & Copyright



is trademarked. Any duplication of Orient Expressed trademarks or service marks is prohibited. The use of Orient Expressed trade name, designs, images or symbols is prohibited. Additionally, Home Party Reps are prohibited from producing marketing materials or promotional items with the Orient Expressed logos. You may use the company name and marks on materials for interactions with customers, however, you may not produce material that will be circulated to the public or via social media in any form.

## Advertising and Press

You may advertise in local publications and online using marketing templates provided to Home Party Reps for seasonal use in the Drop Box. If you have any suggestions for advertising or marketing materials you feel would best represent the Orient Expressed brand and to better the Home Party Business please email them to [homeparty@orientexpressed.com](mailto:homeparty@orientexpressed.com) and they will be taken under consideration.

## Restricted Use of Trademarked Name

The trademarked and copyrighted Orient Expressed name cannot be used in any search engine marketing campaigns or sponsored links. This includes the use of your Personal Website, since this contains orientexpressed.com.



# Social Media

## Social Networking Guidelines

Home Party Reps are prohibited from creating a fan page on any social networking site that appears to be and represents the Orient Expressed Home Office. However, you may create a site that includes the term “Orient Expressed Home Party Rep” or “Orient Expressed Sales Representative”. Home Party Reps cannot use the word “official” or any analogous words or phrases. If you are linking to your personal website on a social networking site, you must clearly identify yourself as a “Orient Expressed Home Party Rep” or “Name, Independent Sales Rep for Orient Expressed”

Home Party Reps are prohibited from using the Orient Expressed Home Office Facebook fan page, Twitter account or any other home office social media site to solicit business or drive people to your personal website.

## Facebook Guidelines

The Home Office maintains the official Orient Expressed Facebook Page and all of it’s connections. Our Page is a public forum for fans of Orient Expressed to share ideas and discuss the product they love. It is not a place to promote your own individual business for personal sales or recruiting Hostesses.

Facebook Pages for your independent Sales Rep business are allowed, but you must clearly state that you are a Home Party Rep with Orient Expressed (i.e. Sara Cummins, Orient Expressed Home Party Rep)

Any profiles you generate in other social communities where you mention or discuss Orient Expressed , must be a private forum or group. Your members must be invited to join. You must clearly identify yourself as an Independent Orient Expressed Home Party Rep and when you participate in those communities you must avoid inappropriate conversations, comments, images, video, audio, applications or any other adult, profane, discriminatory or vulgar content. The determination of what is inappropriate is at Orient Expressed’s sole discretion, and offending Sales Reps will be subject to disciplinary action and/or termination.

**Official Orient Expressed Facebook Page:** <https://www.facebook.com/OrientExpressed>

## Twitter Guidelines

Identify yourself as a “Orient Expressed Home Party Rep” in your Twitter bio. You may retweet any appropriate content about Orient Expressed, along with any tweet you wish to share with the Orient Expressed Home Office. You may also promote your own personal website on tweets sent from your twitter account; however, do not use the Home Office Twitter feed to solicit business. Feel free to share press and other interesting news from the Home Office by “re-tweeting.”

**Official Orient Expressed Twitter:** @OrientExpressed

## Pinterest Guidelines

Pinterest is a platform that you might consider to promote your business. It can help drive traffic to your personal website and spread the word about Orient Expressed products. Install the “pin-it” button on your browser and pin Orient Expressed products from your personal website onto your personal Pinterest Page.


**Official Orient Expressed Pinterest Page:** <http://pinterest.com/orientexpressed/>

## Instagram Guidelines

Instagram is a fast, beautiful, and fun way to share your photos with friends and family. It’s also a great way to stay connected to Orient Expressed and get a sneak peek into what’s going on!

**Official Orient Expressed Instagram:** @OrientExpressed

## Sales through Auction Sites or Other Internet Sites

You may NOT sell  products, presently offered at orientexpressed.com through any online auction service or other website (i.e. eBay, Facebook resell sites, groups, etc) You may NOT advertise your business or recruit a hostess through online auction services. We have a zero tolerance policy on internet sales and any infractions will result in immediate termination.



## Orient Expressed Home Party Rep Agreement

By agreeing to our Sales Agreement with Orient Expressed, Home Party Reps agree to abide by the company's Policies and Procedures. Failure to abide by our Policies and Procedures could result in sanctions, up to and including termination of the Sales Agreement.

**THIS AGREEMENT** made by and between Orient Expressed, a Louisiana company whose corporate headquarters are domiciled in New Orleans, Louisiana; and you herein referred to as "Home Party Sales Rep."

**IN CONSIDERATION** of their mutual covenants, the parties agree as follows:

(1) **NO AGREEMENT** with any Sales Rep shall constitute a joint venture or partnership by and between Orient Expressed and the Home Party Sales Rep. The Home Party Sales Rep shall occupy the status of independent contractor and shall not be the agent of or employee of Orient Expressed. The Home Party Sales Rep hereby acknowledges that she has no authority to contract for or bind or obligate Orient Expressed, without express written authority to do so.

(2) **AS COMPENSATION** for services as a Home Party Sales Rep, the Home Party Sales Rep shall be paid commissions and eligible for benefits in accordance with that which is set forth in the Home Party Manual. As an independent contractor, the Home Party Sales Rep hereby acknowledges that all state, federal and local taxes attributable to commissions and benefits earned are the liability of the Sales Representative and shall be paid by her and not by Orient Expressed.

(3) **IT IS UNDERSTOOD** that the Home Party Sales Rep is required to pay a non-refundable registration fee to be eligible to sell Orient Expressed products.

(4) **IT IS UNDERSTOOD** that the Home Party Sales Rep may not sell any products which are similar to or compete with products sold by Orient Expressed, during the active selling period of Orient Expressed. For the purposes of this agreement, "active selling period" is defined as the time during which the Sample Set is in the possession of the Home Party Sales Rep.

(5) **THIS AGREEMENT** by and between Orient Expressed and the Home Party Sales Rep is terminable at the will of either party upon seven (7) days written notice to the other party.

(6) **IT IS UNDERSTOOD** that the Home Party Sales Rep acquires no proprietary interest whatsoever in any inventory which is sold through said Home Party Sales Rep or in any sales aids or materials provided by Orient Expressed. The use of sales samples and other sales aids and material, including passwords and information contained in electronic format, are granted to the Home Party Sales Rep for her exclusive use in selling Orient Expressed products, and any other use is prohibited. Upon termination of the Home Party Sales Rep Agreement, it shall be the obligation of the Home Party Sales Rep to return all proprietary information, sales aids and materials which are in the possession of the Home Party Sales Rep and which are the property of Orient Expressed, to Orient Expressed, in New Orleans, Louisiana.

**IN THE EVENT** the Home Party Sales Rep Agreement is terminated, it is understood and agreed that Orient Expressed, has the right to give to any successor sales representative, or to use for any other marketing or corporate purpose any and all hostess list, customer lists and/or leads which may have been developed by the former

Home Party Sales Rep without further compensation to said former Home Party Sales Rep.  
(7) In the course and scope of conducting its business, Orient Expressed, will make available to and provide to the Home Party Sales Rep, confidential information in order to assist the Home Party Sales Rep in the conduct of her business. Also, in the course and scope of conducting her business, the Home Party Sales Rep will develop information which becomes the proprietary information of Orient Expressed.

For and during the entire term of this Agreement and for a period of twenty-four (24) months immediately following termination of this Agreement, Home Party Sales Rep agrees that any information, financial or other data, training aids and materials, passwords, sales figures, projections, estimates, sales representative lists, customer lists, hostess lists, product lines, products in development, promotions, commissions, prizes and the like, shall be considered and kept as the private, confidential and privileged information and records of Orient Expressed, and shall not be disclosed or divulged to any person, firm, corporation or other entity except upon written authorization of Orient Expressed.

Further, for and during the entire term of this agreement, and for a period of twenty-four (24) months immediately following termination of this Agreement, Home Party Sales Rep shall neither call on or solicit either for herself, or any other person, firm, corporation or other entity, any other sales representative, hostess or customer of Orient Expressed, on whom the Home Party Sales Rep called, with whom the Home Party Sales Rep became acquainted, or of whom the Home Party Sales Rep earned during the duration of this agreement for any purpose which would be competitive with Orient Expressed. Furthermore, the Home Party Sales Rep shall not make known to any person, firm, corporation, or other entity, either directly or indirectly, the names or addresses of any other sales representatives, hostesses or customers or any information relating in any manner to Orient Expressed trade or business relationship with such sales representatives, hostesses and customers.

(8) **IN THE EVENT** a dispute arises between the parties to this Home Party Sales Rep Agreement, then jurisdiction for resolution of the dispute will be Orleans Parish, Louisiana.

(9) **THIS AGREEMENT** becomes effective as of the date it is accepted by Orient Expressed, which acceptance is evidenced by its signature to this Agreement.

(10) Home Party Sales Rep acknowledges and agrees that Orient Expressed, would be irreparably harmed and that remedies at law would be inadequate to redress the actual or threatened violations of this Agreement and that, in addition to other relief, the foregoing restrictions may be enforced by temporary and permanent injunctive relief without necessity of posting bond. The time periods referenced in the foregoing restrictions shall be extended by any period in which Home Party Sales Rep is in breach thereof. Orient Expressed's breach of any provision of this Agreement shall not constitute a defense for any violation by Home Party Sales Rep of the foregoing restrictions. Remedies referenced in this Agreement should be considered cumulative and not exclusive. Home Party Sales Rep agrees to pay all costs and expenses (including reasonable attorney's fees) incurred by Orient Expressed, in enforcing the foregoing restrictions.

(11) This Agreement and the terms hereof, shall remain in effect until modified in writing and signed by both parties or until terminated pursuant to Paragraph 5 above.

### **Independent Contractor Status**

You understand that you are not an employee of Orient Expressed and shall not be entitled to receive any benefits from Orient Expressed whatsoever. Orient Expressed shall not be required to make contributions for employment insurance, Workers' Compensation and other similar levies in respect of payments to be made. You shall be fully responsible for paying all applicable federal and state/provincial withholding taxes, source deductions, taxes, employment insurance premiums, Workers' Compensation contributions or provincial employee health tax contributions and other levies, premiums, license requirement and fees related to your earnings and activities as a Home Party Sales Rep.

You agree that as a Home Party Sales Rep you are an independent contractor, and not an employee, agent, partner, legal representative or franchisee of Orient Expressed. You shall be solely responsible for paying all expenses incurred by yourself, including but not limited to travel, food, lodging, secretarial, office, long-distance telephone and other expenses. You will have and maintain control of the manner and means of your performance. You will have no power or authority to incur any debt, obligation or liability on Orient Expressed behalf.

### **Partnerships**

Orient Expressed recognizes one name per Home Party Sales Rep Agreement. A Home Party Sales Rep may utilize a support person in her business; however the individual who holds parties and has regular customer contact must be the individual whose name is on the Home Party Sales Rep Agreement. The Company will not accept Agreements from partnerships, LLCs, teams or corporations. Home Party Sales Rep Agreements are valid only between the Company and an individual.

### **Exclusivity**

You are an independent contractor, and Orient Expressed imposes no restrictions on any Home Party Sales Rep's participation or sales activity in other businesses. However, promotion of other competitive business ventures is prohibited at Parties and/or with customers in communication with Orient Expressed customers and any competing direct-sales business (e.g. companies that sell children's clothing as one of their offerings) is not allowed.

### **Confidentiality Agreement**

All lists of customers, hostesses or other Home Party Sales Reps are proprietary property of the Company and constitute a business trade secret. You may use these lists only in connection with your Orient Expressed business and for no other purpose. You must keep the lists confidential and must not make the lists available to third parties. You agree that any wrongful disclosure of the lists or the information on the lists will cause immediate and irreparable damage to the Company and that the Company may pursue all legal remedies available against you if you violate this provision. This provision will survive the termination of your Home Party Sales Rep Agreement.

### **Taxes**

The first month of each calendar year, Orient Expressed issues Tax Form 1099 for the previous year. A 1099 will be issued for each non-employee who has earned commissions and incentives.

Commission and other earnings must be claimed as income with your tax filings each year.

As a Orient Expressed Home Party Rep or Hostess, you are an independent contractor, not an employee. Because of this distinction, you are self-employed for income tax purposes. You will report your commission income on Schedule C of your income tax return.

Here are some helpful brochures from the IRS

- Direct Sellers, No. 911
- Travel, Entertainment, Gift and Car Expenses, No. 463
- Self Employment Tax, No. 533
- Business Expenses, No. 535
- Business Use of Your Home, No. 587



## Incentives

	<b>REP</b>	<b>HOSTESS</b>
<b>Registration</b>  <b>2x Annually</b>	\$100 fee  *Waived if net sales exceeds \$10,000 the prior season	-
<b>Comission</b>  <b>Direct Deposit</b>	15% on net sales of your party & your hostess parties  20% on net sales above \$10,000 per year	5% on  NET SALES
<b>Discount</b>  <b>if net sales exceed \$500</b>  Does not apply to <u>clearance</u> or <u>monogram fees</u>	30%	30%
<b>Recruit Credit</b>  New hostess net sales must achieve \$1,000	-	\$100 electronic gift card
<b>Year End Bonus</b>	10% of net increase over pervious year	-
<b>50% off SALE</b>  2 weeks  exclusive preview	✓	✓
<b>Purchsed</b>  <b>Sample Sets</b>  <b>at Cost</b>	Can be sold for retail during parties	-