



**USBORNE**  
Books at Home

# HOSTESS PROGRAM

## Merchandise Allowance

Merchandise Allowance are at least 10-12% of party retail total ~ or ~ DOUBLE your earned Merchandise Allowance and purchase it at a 70% discount!

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

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

## Booking Credits

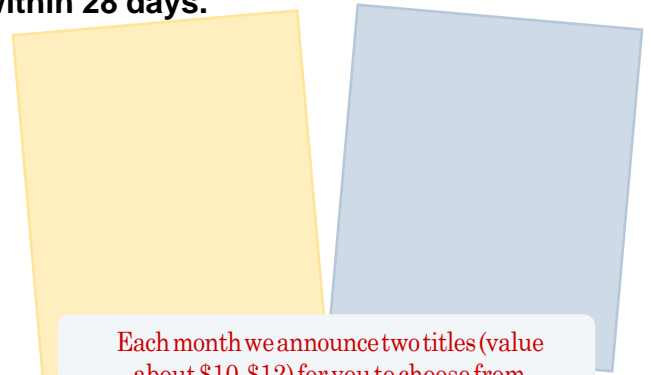
For every guest who books a new show, the original hostess earns the right to purchase **\$20 worth of books for \$6 ~ a 70% discount!**

**And...** every *guest* who books and holds a new home show processed within four weeks (28 days) will earn, for herself, an opportunity to take **\$20 worth of books for only \$6**. Guest's name and party date must be listed on the original show's summary form.

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

## Hostess Bonus Books

If party retail sales total **\$300 or more plus one booking** - hostess takes her choice of the following books, to be ordered and delivered with the books for the first **booked show processed within 28 days**.



Each month we announce two titles (value about \$10-\$12) for you to choose from

your Usborne Books at Home consultant

*Merchandise credits cannot be used to purchase discounted books. All reduced rate specials are based on, and apply to, the original retail price.*