



Thank you for your interest in our CURLS Stylist Program. Below is some information on how to get started.

How Do I Get Started?

Getting started selling and earning \$\$ with CURLS is easy to do! Beware...once your clients place their first order, they will be back for more! Becoming a part of our CURLS Stylist Program will give you the tools that you need to style your curly clients in your chair as well as sell product directly to them for use at home. It is up to you whether you want to keep product in stock at your booth or take pre-orders for your clients and let them know when their product arrives.

1. Complete the CURLS Stylist Kit Order Form and email to PR@curls.biz.
2. The cost of the CURLS Stylist Kit is \$200 (Retail Value \$445). Your kit will include:
 - 1 of each of the following items:
 - 32 oz Back Bar size of Pure Curls Clarifying Shampoo w/pump
 - 32 oz Back Bar size of Curl Ecstasy Hair Tea Conditioner w/pump
 - 32 oz Back Bar size of Quenched Curls Moisturizer w/pump
 - 32 oz Back Bar size of Curl Gel-les'c w/pump
 - 32 oz Back Bar size of Curl Milkshake w/pump
 - 32 oz Back Bar size of Curl Souffle
 - 32 oz Back Bar size of Whipped Cream
 - 8 oz size of Curlicious Curls Cleansing Cream
 - 16 oz size of Coconut Sublime Hair Conditioner
3. You will receive your promo pieces (brochures, shelf talkers, samples and bags), along with your products via Fedex within 7-10 business days.
4. If you decide to take orders from your clients for product, your completed order forms can be faxed to **916-714-5653** or emailed to customerservice@curls.biz.
5. Curls will ship out the products in one of two ways:

- a) All products shipped directly to you and then you make delivery/pickup arrangements with your clients. You share the cost of shipping with CURLS.
- b) All products drop shipped directly to your clients. If the client requests that CURLS mail the products directly to them, they are responsible for shipping charges plus, a surcharge of \$6.50 will be accessed.

NOTE:

1. You continue to make money on your customer's reorders and the new customers you (and your current customers) bring in.
2. FYI – Holidays (e.g. Easter) are huge!

Obtaining and Maintaining Active Stylist Status

It is the expectation of CURLS that CURLS Stylists will place an order at least 1x every other month to maintain an "Active Stylist" status. The minimum amount for these orders is \$100. If a Stylist fails to meet this minimum requirement, they can be placed on "Inactive" status. If more than 90 days pass and the CURLS Stylist opted to collect orders and submit but has not placed any orders (must total \$200 or more), the Rep will be charged the balance of the full retail value of the kit which is \$445.)

FAQ's

1. **How do I get paid if I'm placing orders for clients and not keeping product in stock?** We have found that the simplest way for our Stylists to be paid is for you to keep a **Credit Card on file with us.

How does this work? CURLS will store your credit card on file so that you can easily place an order (via fax, or email) anytime.

Your clients will pay you for their order via **CASH** or **CHECK** (made out directly to you for the full amount of their order)

- Be sure to collect payment at the time of order.
- You will collect the Full Retail Amount from your clients.
- Be sure you also collect for tax (Ca orders only) and shipping.
- Once your orders are submitted, we will charge the wholesale price against your card on file and that way you have earned your profit immediately. (you keep the difference between the wholesale price that you pay and the retail price that your clients pay).

****Please note**-Should you choose not to keep a credit card on file with us, your orders will be totaled and then a check for 50% of the total gross sales will be mailed to you.

2. **What payments are accepted?** We accept MasterCard, Visa, Amex and Discover. We also accept checks and money orders.

NOTE: Checks must clear before the items mail out.

3. **How do I take orders?** It works best to print out and have available the Product Order Forms. Each time you take an order have the client write down all of their information – name, address, phone number, email address, credit card and expiration date (if paying by credit card) on the order form. Our CURLS clerks will manually enter all of the orders.

4. **How do I accept a credit card payment without a terminal?** Simply have your customers complete the Credit Card Information Section on their order form.

5. **Do I charge sales tax on the orders?** Only orders and parties hosted in CA are subject to sales tax, as we are in CA.

Please let me know if you have any other questions or would like to order your kit and get started! I'd be happy to help you.

Very Curly Yours,

Shaun Roney
916-712-4960
PR@curls.biz

Also take note, we have a **“Jump Start” bonus program**-take advantage of it by signing up for the CURLS Stylist program within 1 month of receiving your “Getting Started” information packet and you will receive a bonus of 2 Free Sample Kits to use as you choose! (\$45.00 Value)