

## UBAH Hostess Program

### 1. **Merchandise Allowance** (a.k.a. FREE BOOKS!)

The amount of merchandise allowance a hostess receives is based on the retail sales of the home show (see chart in back of catalog)  
Cost for hostess is overage (if any) plus 8% s/h on full value of the books plus tax on subtotal of overage and s/h.

### 2. **Half Price Books**

Available to all hostesses—they receive \$25 worth of products at 50% off with every \$100 in retail sales (ex. \$325 in sales = \$75 worth of products at 50% off)  
Cost for hostess is 50% of retail value plus any overage plus 8% s/h on full value of books plus tax on subtotal of previous amounts.

### 3. **Booking Special** (previous hostess books)

Available to the previous hostess or person from whom the current show was booked. Previous hostess may order up to \$20 worth of products at 75% off. Cost to previous hostess is 25% of retail value (plus overage) plus 8% s/h on full value of books plus tax on subtotal of previous amounts.

### 4. **Hostess Books**

These books are for the consultant to use as they wish. The hostess books are \$25 worth of products at 35% cost to the consultant plus tax & s/h.

### 5. **Bonus Gift**

Available to hostesses at the third show booked from their original show. The previous hostess may order any one item from the catalog for free at this third show. Cost to consultant is 35% of retail value plus tax & s/h.