Retail Sales	Merchandise Allowance
$650-699	$120
$600-649	$110
$550-599	$100
$500-549	$ 90
$450-499	$ 80
$400-449	$ 70
$350-399	$ 60
$300-349	$ 50
$250-299	$ 40
$200-249	$ 30
$175-199	$ 25
$150-174	$ 20
$125-149	$ 15

Add $10 merchandise allowance for every $50 in sales over $650

USBORNE BOOKS AT HOME

HOSTESS BOOKS SELECTED AND PAYMENT

Retail Sales (not counting tax & shipping) _____
= _____ Merchandise Allowance!
+ $5 Date Credit (if earned) _____
+ any other Goals Met/Free Books earned_____

TOTAL FREE BOOKS: _____

HALF PRICE BOOKS AVAILABLE_____

Hostess: _____
Phone #:_____

Consultant:_____
Phone #:_____

Show Date:_____

If over the amount allowed, put difference in "Your Cost" column

$2.00 charge allows hostess to only pay tax on the $2.00 instead of the retail value of the free merchandise.

FREE BOOKS selected	**RETAIL VALUE**	**YOUR COST**
HALF PRICE BOOKS ($25 at half price for each $100 sold at Retail):		

Your Cost Subtotal	_____ (B)	
Add $2.00 Hostess Charge	_____2.00____ (C)	
Add 8% Shipping (on A)	_____ (D)	
Subtotal (B+C+D)	_____ (E)	
Add _____% Tax (on E)	_____ (F)	
HOSTESS TOTAL COST (E + F)	**_____ (G)**	
Column Subtotals	**_____(A)**	**_____(B)**

You received $_____ in books (A), total value of $_____ with tax and shipping, for $_____ (G) !!
CONGRATULATIONS!!! Let's do it again soon!