

# NEW HOSTESS REWARDS PROGRAM FREQUENTLY ASKED QUESTIONS (FAQ'S)

## Q WHAT ARE HOSTESS REWARDS?

**A** **Hostess Rewards** (Hostess Hoot Loot) are given to people who host a Jewelry Bar® for an Origami Owl® Independent Designer. Rewards are given based on Jewelry Bar order totals and future Jewelry Bar bookings. Hostesses will receive free and half-priced products, as well as Hostess Exclusive items, simply for sharing Origami Owl with friends and family!

## Q WILL HOSTESS HOOT LOOT BE APPLIED TO COMMISSION AND THE YEAR-END (\$600) TAX STATEMENT?

**A** **Hostess Hoot Loot** is a Hostess Reward and benefit to the Designer and therefore is not taxable.

## Q DO DESIGNERS PAY FOR HOSTESS HOOT LOOT OR DOES ORIGAMI OWL PAY?

**A** **Hostess Hoot Loot** is a benefit paid for by Origami Owl directly.

## Q DOES HOSTESS HOOT LOOT NEED TO BE USED BY THE CLOSE OF THE JEWELRY BAR OR CAN IT BE SAVED TO USE AT A LATER DATE?

**A** **Hostess Hoot Loot** is applied with the Hostess' order when the Jewelry Bar order is submitted and the event is closed. It does not carry over.

HOW WILL  
ONLINE ORDERING  
CHANGE WITH THE  
NEW ORDER FORMS  
AND CUSTOM  
CREATIONS?

**The new Jewelry Bar Tab** used for Jewelry Bar orders will automatically calculate the Hostess Rewards available. Orders will be shipped to the Hostess and be packaged for each customer/creation depending on how the order is entered by the Designer. The new order forms are designed to have customer orders entered by creation.

## Q WILL SHIPPING CHANGES AFFECT INDIVIDUAL AND PARTY ORDERS PLACED ONLINE?

**A** **The new shipping** goes into effect for all orders. It is calculated on retail value of the product (even when a wholesale order is placed). There is a special \$4 shipping rate that ONLY applies to qualified Jewelry Bar orders that are shipped directly to the Hostess. A qualified Jewelry Bar has at least four orders with a minimum total of \$125 retail. All orders must be shipped to one address to qualify for the \$4 per person charge.

**Q CAN WE STILL PLACE PERSONAL ORDERS? HOW WILL THIS AFFECT MY VOLUME?**

**A** **Designers** may continue to place wholesale orders for resale. If you choose to sell an item from your personal display, we recommend you place a replacement order as a part of the Jewelry Bar™ order so that your Hostess can benefit.

WILL ORIGAMI OWL BUY BACK DESIGNER'S INVENTORIES?

**No**, inventory purchases made by Designers will not be refunded.

**Q HOW IS HOOT LOOT APPLIED? DO DESIGNERS AND CUSTOMERS RECEIVE HOOT LOOT?**

**A** **Hoot Loot** has been converted into the New Hostess Rewards program as of April 16. Hostess Rewards will be provided to the Jewelry Bar Hostess.

**Q WILL WE RECEIVE INSTANT COMMISSIONS? HOW CAN CUSTOMERS PAY?**

**A** **Payment of commissions** will remain the same. If the customer pays in check or cash, you can deposit the cash into your banking account and pay for their order using your credit or debit card. Customers may also pay by credit/debit card with the new Jewelry Bar Tab.

**Q WHAT DISCOUNT DOES THE HOSTESS RECEIVE?**

**A** **Discounts vary** depending on the retail total of a Jewelry Bar. Hostesses receive a discount on the Hostess Exclusive item. They also receive half price items and credit depending on Jewelry Bar totals and bookings.

WHAT WILL HAPPEN TO HOOT LOOT EARNED BETWEEN APRIL 1-15?

**Hoot Loot** earned during this time will remain as a credit on your account.

**Q IF ONLY ONE PERSON FROM A JEWELRY BAR ORDERS AND THE SALE TOTALS \$125 DOES THAT MEAN THE JEWELRY BAR DOESN'T QUALIFY FOR HOSTESS REWARDS?**

**A** A **qualifying Jewelry Bar** has at least \$125 and four individual customer orders. No Hostess Rewards will be earned or paid unless the qualifying Jewelry Bar minimums are met.

**Q HOW DOES HOSTESS HOOT LOOT AND HALF PRICE ITEMS OFF WORK?**

**A** **Hostess Rewards** will be automatically calculated and available using the new Jewelry Bar Tab after April 16. You will have the opportunity to enter your Hostesses' order after you have entered all customers orders. Hostess Rewards will be shown to you at that time.

**Q HOW DO THE HOSTESS EXCLUSIVES WORK?**

**A** **Hostess Rewards** will be automatically calculated and available using the new Jewelry Bar Tab after April 16. You will have the opportunity to enter your Hostesses' order after you have entered all customers orders. Hostess benefits will be shown to you at that time.

JEWELRY BAR TOTAL	HOSTESS HOOT LOOT	ITEMS AT 50% OFF additional half price item for every booking*	HOSTESS EXCLUSIVES
\$1200+	\$260 <small>+\$22 For every \$100 over \$1200</small>	6	FREE
\$1100-\$1199	\$235	4	80%
\$1000-\$1099	\$210	4	80%
\$850-\$999	\$175	3	60%
\$700-\$849	\$125	3	60%
\$550-\$699	\$90	2	40%
\$400-\$549	\$60	2	40%
\$250-\$399	\$35	1	20%
\$125**-\$249	\$15		

\*BOOKING CREDIT ONLY GIVEN WITH COMPLETE FUTURE HOSTESS INFORMATION  
\*\*MINIMUM \$125 AND 4 OR MORE ORDERS IS CONSIDERED A "QUALIFIED" PARTY

**Q CAN DESIGNERS PURCHASE THE NEW BUSINESS MATERIALS AT \$22?**

**A** **Current Designers** will be able to purchase the business supplies included in our new Business Package after April 16. This will include our new *Start Living Your Dreams* guide, Jewelry Bar Planners, Order Forms and Spring 2013 Take Out Menus. A special new O2 Tools for Success Package will be available while supplies last at a discounted rate.

**Q WILL DESIGNERS STILL EARN HOOT LOOT OR JUST COMMISSION?**

**A** **After April 16**, the Hoot Loot program is being incorporated in the Hostess Rewards. Only Hostesses will earn Hostess Rewards.

**Q WITHOUT DESIGNER HOOT LOOT, HOW WILL DESIGNERS GET REIMBURSED FOR SHIPPING COSTS WHEN WE RETURN/EXCHANGE BROKEN ITEMS?**

**A** **The Designer Care team** will still be able to credit a Designers account in these instances.



**Sorry**, Hostess Hoot Loot cannot be used toward 50% off items.



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**The Jewelry Bar Tab** is to be used when placing Jewelry Bar orders, which eliminates the need to carry a full inventory. If you do sell from your inventory, you would not need to use the Jewelry Bar Tab but you cannot take advantage of the new Hostess Rewards unless a Party Order is place.

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**Q WHEN WILL TRAINING BE AVAILABLE FOR THE NEW HOSTESS REWARD PROGRAM?**

**A** **It is already available** in the Back Office. A recording and pdf of the training is posted in the Back Office in the New Designer materials folder located under Hostess.

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**Q HOW WILL FUNDRAISERS BE HANDLED IN THE NEW HOSTESS REWARDS PROGRAM?**

**A** **We do not currently** have a fund raising program formally sponsored by Origami Owl. It is up to the individual Designer as to how he/she would like to participate or hold his/her own fundraisers.

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**Q CAN WE PURCHASE SUPPLIES OR A NEW KIT WITH HOOT LOOT?**

**A** **No**, Hostess Hoot Loot cannot be used to purchase a starter kit or business supplies. Accumulated Designer Hoot Loot earned prior to April 16 can still be used on product.