

## The Book Cover Consignment Process

The business of The Book Cover is selling books on consignment. So without our customers who bring or ship books to our store for resale, we have no inventory.

Our consignment process is very simple; Here is how it works:

You bring us books - We send you checks.

That is the simple view, but to elaborate; You bring, or ship, your items to be resold to our store. No appointment is needed.

Fill out and sign our “Consignment Agreement”, then we assign you a Customer Number and a copy of the agreement will be given to you. This is a 6 month contract between you and us. We provide you a 50% return for the books sold.

We will collect your items and box them, if not already boxed, and mark them with your Customer Number. (Please remove any “sale” type stickers from the front of your books.)

Our policy for pricing items can go 1 of 2 ways: you may set the sales price of any or all of your items; or you may select to use our guideline. Be aware that if you establish a higher price for an item that we already have a copy of on our shelves, your item will probably not sell for this higher price, and if you establish a lower price you lose potential profits. Most customers choose to use our pricing guideline.

Our pricing policy is:

For curriculum and curriculum related items of current edition in new or “as new” condition, the price will be 70% of the lowest current retail price of a new copy of the item.

For curriculum and curriculum related items of older editions in new or “as new” condition, the price will be 60% of the current list price of a new copy of the item.

For both current and older editions, items of less than “as new” condition, the price will be reduced by increments of 10% or 20%. Items that are in poor or damaged condition will probably not sell so we would prefer not to even receive items in that condition.

For items that are not directly curriculum related, we use a “what the market will bear” approach. We will consider the price of similar items already listed in the store, what it can be bought for at other local stores and what it is selling for on the internet.

After receiving your items, we will inventory them, price them and add them to our store database. They will then have our price sticker with the "Book Number" attached to them and placed on our shelves for sale. We will also send you a copy of your inventory describing the primary details about each item along with our sales price. (The owner of each item is kept in our computer, so no one can determine who has consigned a book based on our sticker.) There is a \$.20 (20 cents) listing fee for every book accepted into our inventory. This fee will be subtracted out of your first Consigner payment and is not due at the time books are left at the store for consignment.

Once sold:

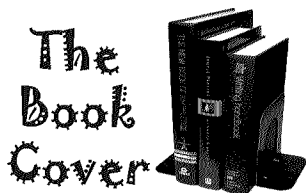
Every 3 to 4 weeks we review all of our sold books and make consignee payments. These checks are then mailed to the address you have given us on your contract. If your balance is less than \$10.00, we will keep your credit on file until it reaches the \$10.00 level or until you request payment. You may also use any store credit toward the purchase of materials at our store.

Contract review:

At the end of the 6 month contract period we will contact you to determine if you want to extend for another 6 month period and reduce your prices or leave them as is, or terminate your contract with us.

We encourage you to consign your homeschool curriculum with us. If you live outside the Dallas/Ft. Worth area you may be thinking, "it is impractical for me to consign my books with a store in North Richland Hills." But consider this; If you were to ship us 25 books weighing 30 pounds or less ( I weighed 25 misc. curriculum books here at the store and they were just under 30 lbs.) using Media Mail at the USPS, the shipping charges would be \$11.66 ((May 2007 rate - It actually went down!)). If those books sold for an average sale price of \$7.53, (our actual 2007 average) the gross income from those books would be \$188.25. Now, at a 50% consignment rate less your shipping and listing fee, you would net \$77.47. If you have books that are of higher value, you could profit even more than this! So please consider consigning your homeschool materials with us. Also, we have a very large market of homeschoolers in this area to buy your books in addition to an online web exposure to the whole world.

Together we can profit from your books! Thank you for your support.



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