

SELDEN'S FURNITURE AND INTERIOR DESIGN, INC
Sales policy for self-employed, Independent Designers

*Welcome to the
Partners in Design
Program*

We are excited about our new relationship,
and promise to work hard to serve you
and your clients. Our goal is to help you enjoy
greater efficiency and productivity
in your business and, ultimately to assist you in
reaching your professional goals as a designer.



SELDEN'S
HOME FURNISHINGS

1802 62nd Avenue East
Tacoma, WA
98424

800.870.7880
253.922.5700

www.seldens.com



Partners in Design Agreement

COMMISSION TO THE DESIGNER

Earnings and Rate

As the designer, you will earn 6% commission on your clients' purchases when you accompany them to the showroom and/or are actively involved in the selection process. Reduced commission of 4% is earned on clearance merchandise from the Outlet Center and Hand Tied Area Rugs. Your active involvement includes coordinating product selection, fabric correlation, floor plan layout, etc. for your client.

Our sales staff will be responsible for pricing and will gladly assist by answering product and shipping questions, writing the sales order, processing payment and post-sale follow up.

Payment and Deductions

Commissions will be paid to you on a monthly basis. Your commission will be paid the month following successful delivery and final payment. In the rare instance that merchandise is returned after commission has been paid, you are responsible for repaying the commission within 30 days of the product's return. We will deduct the commission repayment directly from earned commissions, if applicable, on the next commission check paid to you.

Annual reporting – taxes

If you earn \$600 or more in commissions during a calendar year, those commissions will be reported to you on Form 1099. Please pay particular attention to the manner in which you complete form W-9 to ensure that your tax information is properly reported to the IRS. For instance, if you are a sole proprietorship, your name and social security number will be required on form W-9. If you are a partnership, corporation or limited liability company, the business name and federal identification number will be required on form W-9.

Service

We will resolve any defective or damaged merchandise issues. While we cannot promise that a vendor will share the same sense of urgency, we will diligently work to correct the problem until the situation is resolved. We will repair or replace, at our option, any defective merchandise at no charge. Defects caused by abuse or negligence are not covered.

Order Options for the Designer

When placing your order with us, you have two options. We will happily handle your order either way you wish. Under either option, the commission is paid directly to you.

Option 1: With 33% deposit to process your client endorses (signs) the sales order. In this case, we will communicate all sales order information directly to your client. Your client will be the only party able to make changes to the order, and will be responsible for all payments. Orders must be paid in full before the merchandise is delivered. There will be no cancellation accepted on special orders.

Option 2: With 33% deposit to process the Designer endorses (signs) the sales order and makes all payments. We will communicate all sales order information (Order status, delivery scheduling, etc.) directly to you. You will be the only party able to make changes to the order, and you will be responsible for all payments. All orders must be paid in full before the merchandise is delivered.

Please note: If you have an approved resale certificate on file, no sales tax will be added to your sales order. However, your sales order will serve as documentation for your records to assist you in complying with state tax laws.

Because this merchandise is ordered according to your exact instruction and may not be right for other customers, Selden's must retain the deposit (33%) to cover our expense in arranging for the manufacture and shipment of the merchandise should you or your client not accept delivery of the same.

By participating in the Partners in Design program, there is no agency or employment relationship established between our company and you, the designer, and no aspect of this agreement should be construed as such. Our company and the designer agree that the designer remains the sole representative of the client. All remuneration and reimbursements due to the designer from his/her client remain the client's responsibility.

GENERAL POLICY

Selden's facilities will be available to designers and their clients during regular hours and by special appointment only.

1. Due to the nature of our highly customized home furnishing business, each independent designer will work with a Selden's designer/associate by appointment only.
2. Independent designers will acknowledge receipt of this policy statement and will provide the qualifying criteria on the attached information forms for our registration book.
3. Outside designers should be present with the client when working in the Selden's showroom at all times.
4. The independent designer will conduct business in a fair and ethical manner with the Selden's designer and their client.

Every attempt should be made to make appointments with the Selden's designer/associate in order to avoid confusion on the part of the client and the designer. THIS IS IMPERATIVE. Failure to comply with this policy may result in the forfeiture of commissions and subsequent termination of this agreement.

Thank You & Welcome to the Partners in Design Program

We look forward to serving you and your clients

Please sign below, and return this document to us along with the
enclosed general policy statement and W-9 form

Designers Name: _____

Name of Design Firm (if applicable) _____

Mailing Address: _____

Telephone: (mobile) _____ (home) _____

Fax: _____

Email: _____

Website: _____

Birthday (month/day ONLY) _____

Social Security Number or EIN Number _____

Business License No. _____

Tax Resale No. _____

Contractor License No. _____

Standard Form Credit Application (yes) _____ (no) _____

Circle the appropriate account type below:

Individual

Corporation

Partnership

Sole Proprietorship

Signature of Designer

Date