

# Overview

The last few years have been challenging for many across the United States - small businesses, college graduates, employees due to job downsizing, stay at home moms, stay at home dads and growing families trying to juggle the current economic conditions.

In 2011, JAVA & Co. expanded our horizons and customer base. We are proud to offer a gourmet business opportunity and sharing exceptional artisan signature flavors and coffee infused specialties. If you like people...if you like food...if you like hanging out with friends...then whether you're a kitchen novice or a chef, consider working with JAVA & Co. as an Independent Sales Representative.

Working for yourself can offer many advantages both time saving and financial. The work you put into it, will determine the money you get out of it. Throw as many parties as you want. Make it your sole income or a side income. That's the beauty - whatever works for you. You decide.  
It's your business!

## *Your Role*

Independent Sales Representative working with JAVA & Co.  
Own, Run & Operate your Business  
[Email](#) for more information!

## *Compensation*

Earn up to **50%** on artisan products sold!  
**10%** Online Referrals  
**30%** Party Orders  
Up to **50%** on Wholesale Bulk Orders

## *Independent Sales Representative's Opportunities*

Host Sales Parties  
Cooking Demonstrations  
Office Orders  
Farmer's Markets  
Customer Referrals  
Fundraisers  
Create Unique Selling Opportunities

## *Start-up Requirements*

Copy of Tax Re-sale Certificate (where applicable)  
Copy of Business License (where applicable)  
Signed Contract

## *Bring the Party Home!*

This will be one affair, you'll be glad is the talk of the town.

# FAQ's

## *Who is behind JAVA & Co.?*

A husband and wife team with over 30 years combined experience in the food, restaurant and hospitality business including New York City, Las Vegas and most recently, Illinois. They have an extensive working knowledge of recipe and menu development, public relations and marketing to include unparalleled customer service. Involved in high energy, award winning concepts, Brian and Jamie have infused this passion into JAVA & Co - and hope to have the opportunity to share their successes with you!

## *Will I be working for JAVA & Co.?*

No. As an Independent Sales Representative, you will establish your own business; be working for yourself; re-selling direct to your customers. JAVA & Co. provides the product and basic tools to help get you started selling their products.

## *How do I sign-up?*

**Email** or mail proof of business, i.e., sales tax re-sale form and business license. Review, sign and forward signed ISR (Independent Sales Representative) contract. **Get started now** and **Email** JAVA & Co. to request ISR contract.

## *What are the discount options?*

- (1) Purchase wholesale in bulk from our wholesale kit with a minimum batch order of **\$150.00** and receive up to **50%** discount.
- (2) Receive **30%** discount on products with no order or batch minimums.
- (3) Receive **10%** payment from online referrals through [www.javaandco.com](http://www.javaandco.com).

## *How is shipping and handling calculated?*

- (1) Wholesale bulk orders: ISR pays exact shipping - products shipped Fedex from Henry, Illinois.
- (2) Party Orders: Refer to shipping table below as a **guide** only. The table dollar amounts are based on the MSRP, not the discounted price. It is recommended that you determine a small shipping charge per order for your customers in order to cover your actual shipping charges for individual customer party orders shipped directly to you in bulk. The following table does NOT represent wholesale shipping estimates.

\$0.01 to \$6.01	\$5.95
\$6.02 to \$14.99	\$7.95
\$15.00 to \$39.99	\$9.95
\$40.00 to \$59.99	\$14.95
\$60.00 to \$74.99	\$19.95
\$75.00 to \$100.00	\$19.95
\$100.01 +	\$24.95+

## *Is there a limit to the number of ISR's?*

Yes. JAVA & Co., will sign-up a limited number of ISR's. Once the initial sign-ups are established, a waiting list will be maintained for the additional inquiries wishing to sign-up. This number is exclusive of JAVA & Co.'s brick and mortar direct wholesale accounts.