



Herbal  Works TM
plant based skin care TM

Plant Based Skin Care
Natural Ingredients
No Synthetic Colors
Earth Friendly Packaging
No Drying Alcohols
Paraben Free*

Herbal Works, Inc. is a Nevada based corporation established in Las Vegas since 2001. We specialize in the manufacturing of high end plant based body care for the hospitality, private label and retail industry.

www.plantbasedbodycare.com Toll-Free 1-888-549-8335

Account Executive Program 2007



Herbal Works Inc. Las Vegas, NV | 1-888-549-8335 www.plantbasedbodycare.com Fax: 877-448-6516

Account Executive Application 2007

Herbal Works™

plant based skin care™

Because your life shouldn't have to revolve around work...

Flexibility is the Key! Whether your goal is to be your own boss and make unlimited income, have more quality time with the family, or simply earn extra income! As an Herbal Works Account Executive, your WORK revolves around YOUR lifestyle!

*This is not Multi-Level Marketing – Your income depends on you!

*This is Business to Business- Your focus is to obtain accounts with retail stores that will re-sell the product to the general consumer. The bigger the account, the higher the volume of each order and the higher commission earnings for you!

*Flexible Home-Based Hours- Account Executives operate as an independent contractor. You call the shots, make your own hours, set your own appointments and grow your own business.

*A Small Investment and No Inventory – Purchase your \$100 Business Presentation Kit and start your own business today! You don't need to purchase inventory, simply present the products and take an order, it's that easy!

*Guaranteed Repeat Business! - Once you set-up a client's account, not only will you make commission on the initial order, but you will earn commission on the subsequent re-orders as long as you stay with our company.

*Incredible Earnings and Growth Opportunities - Determination is the Key! Start with a list of businesses, set an appointment with the buyer, present the product, and watch the product sell itself, it's that GOOD!

* Excellent Incentives and Bonuses - In addition to your own earnings, you can receive bonuses for recruiting new Account Executives*, enjoy FREE skin care products, incentives, and the joy of selling products that help people feel better!

*No Telemarketing - Enjoy the convenience of an established customer base that is looking for you! On a daily basis, we receive calls from loyal customers nation-wide who need to purchase our products from nearby Account Executives. Our call center refers these clients right back to YOU!

* Sales Support - Our Regional Managers provide you with training, sales techniques, leads, ongoing support and all necessary marketing materials.

Ready to get started?





5550 Cameron St. Suite E. Las Vegas, NV 89118
 Toll-Free: 1-888-549-8335 FAX: 1-877-448-6516
www.plantbasedbodycare.com

Wholesale Representative Application 2007

Region: ___CA ___AZ ___NV

Name: _____	Years of Sales Experience: _____
Address _____ _____	Cell _____
City: _____ State: _____ Zip: _____	Email _____
Phone: () _____	Fax # _____

Work History:		Please start with most recent 3 jobs		
Start Date	End Date	Position	Title	Contact Name and Phone
Education:	Name and Location	Date of Graduation	Degree's and Certificates Held:	
High School				
College				
Computer Experience				
Sales Experience				
Have you ever been convicted of a misdemeanor or a felony, or arrested? ___Yes ___No. If yes, please explain.		Do you Possess Personal Reliable Transportation? ___Yes ___No		Do you Possess a Valid Driver's License? ___Yes ___No
Do you represent other product lines? If so, please list				

Your Credit Card information is required to process your Business Presentation Kit at a Cost of \$100 plus Shipping and handling.

Visa Master Card Card Number _____ Expiration Date: _____ Code: _____
 Signature: _____ Date: _____

By signing above: 1) I attest that all the information contained in this application is true and give permission to Herbal Works, Inc. to conduct an employment background investigation; 2) I authorize the release of information from my past employ; and 3) I authorize Herbal Works, Inc. to charge my credit card and process my order for the Business Presentation Kit.

Account Executive Terms & Conditions

Terms & Conditions: Account Executives for Herbal Works, Inc. are independent contractors running their own business. The goal of this position is to secure wholesale accounts with spas, fine retail stores, hotels, wellness centers, natural products & health food stores, and other related massage and wellness businesses. Under no circumstances will Herbal Works, Inc. allow the sale of its products to swap meets, or flea markets. All new accounts must meet specification set forth by Herbal Works, Inc. and be approved by Herbal Works, Inc.

Responsibilities: Represent Herbal Works, Inc. in the effort to obtain new wholesale accounts. Follow-up on existing accounts, employee training, merchandise and fixture set-up, pricing merchandise on location, store visits, taking re-order and delivery, assist stores and attend stores for questions and any other sales related activities.

Hours of operation: To be determined by Account Executive

COMPENSATION: Commission (see breakdown below) on net sales payable to Herbal Works, Inc. on accounts obtained by the Representative. To qualify for commission on first time orders, sales orders must be obtained and initiated by the outside sales representative. To qualify for commission on re-orders the Account Executive must be active in their duty, and provide ongoing sales training and support through maintaining ongoing relationships and consistent monthly follow-ups with each account and provide the maintenance services and responsibilities as outlined under the responsibilities section of this agreement. Commission Structure:

Retail Sales to Customers: 35% commission

Wholesale Sale Accounts:

Wholesale Price	5 qty	25 qty	250 qty	500 qty	1000 qty
Commission Rate	25%	20%	15%	10%	5%

*Commission rates are reduced incrementally from smaller orders to larger orders due to the higher discounts given to clients as they order more products. These higher discounts reduce the company's profit margins and thus result in a reduced commission rate. However, the larger volume orders compensate for the lower commission rate and generally result in a higher dollar amount paid to the Account Executive.

Negotiated Commission: The Commission rate will be negotiated on a case by case basis on any accounts that are Nationwide Accounts, Special Projects, Private Label or where a negotiated, discounted price is given. When a term discount is given to the client, early payment commission will be paid on the net amount paid to Herbal Works, Inc. for each invoice.

Referrals: Bonuses are paid upon Herbal Works, Inc. receiving the first order of \$200 or more procured by the new Account Executive that you recruited.

Payments: will be issued on the 25th of each month for all orders received and paid in full in the previous month. Payment must be received in full before payment will be issued.

Length of Agreement:

Herbal Works, Inc. reserves the right to terminate this agreement at any time.

Traveling, Mileage, Cell Phone, internet, faxing and other Sales Expenses: To be paid by Account Executive as they deem necessary to conduct their business.

Trade Shows: Cost of Trade Shows is paid by Herbal Works, Inc.

Marketing Materials & Samples: to be provided by the discretion of Herbal Works, Inc. Account Executives can order refills of supplies online or via email.

Business Presentation Kit: All Account Executives are required to make an initial investment of \$100 to start their business in the purchase of the Business Presentation Kit that includes retail products, samples, catalogs, and marketing materials required to procure and sell the product.

Code of Conduct:

Portray a professional, positive, courteous behavior, language and appearance at all times while representing Herbal Works, Inc. and in all my contacts with Herbal Works, Inc. clients, employees and vendors.

Income Taxes: All payments and reporting on any Federal, State and/or FICA taxes are the sole responsibility of the Account Executive. By January 31 of each year, Herbal Works, Inc. should provide each Account Executive a 1099 form for the previous year's earnings. A copy of this for will be furnished to the IRS, another copy will be given to the Account Executive, or Contractor to file with their IRS claim.

Release of Liability Clause: Herbal Works, Inc. is not responsible for any injuries, accidents, or liability arising from the Account Executive conducting his or her business as an Account Executive of Herbal Works, Inc..

Non-Compete Clause: In the event that either party terminates this agreement and I become employed by a competing company with a similar product (spa supplies, massage supplies, bath & body products, aromatherapy products, herbal pillows, and eye pillows) I may not procure business from any of the clients I procured and established while working for Herbal Works, Inc. for a period of 10 years, any loss of business that may result to Herbal Works, Inc. as a result of me violating these terms and conditions may be subject to civil, litigation in a court of law and Herbal Works, Inc. will be entitled to financial damages including lost revenue and attorney fees.

Termination Clause: Account Executives must be aware that Herbal Works, Inc. may terminate this agreement at any time for any reason deemed necessary by Herbal Works, Inc. In the event that this agreement is terminated, Herbal Works, Inc. will pay commission on the last month of purchase orders received from established clients secured by the Account Executive and on the first purchase order received from new clients procured by the Account Executive up to a period of 30 days. Thereafter, the Account Executive will no longer receive commission from established or new clients procured before terminating the position.

Professionalism: I agree to maintain the highest level of professional appearance, language and demeanor towards all my clients, vendors, and Herbal Works, Inc. Employees.

By signing below I agree to all the Terms and Conditions of this agreement.

Print Name

Signature

Date

- For office use only -

Regional Operations Manager Approval

Corporate Approval