

Independent Contractor Application for Dealership

Welcome! You are about to take your first step toward financial independence. Once K&B accepts and approves this application, you will be registered as an authorized Kaeser & Blair Dealer. Upon receipt of your \$85 refundable deposit, we will ship your Start Up Kit immediately. Congratulations, you are about to open your window of opportunity to the \$17 billion promotional advertising industry.

86166

Please indicate any inaccurate or missing information.

Business Information

<i>First Name</i>		<i>Last Name</i>		<i>Business Name (if applicable)</i>	
<i>Street Address (for shipping delivery)</i>		<i>City</i>	<i>State</i>	<i>Zip Code</i>	
<i>Phone number (including area code)</i>			<i>Fax Number</i>		
<i>Social Security Number or Federal Id Number</i>			<i>E-Mail Address</i>		

Payment Information

I am ready to get started, enclosed is my \$85 refundable deposit.

Check or money order enclosed or

Apply my deposit to the following charge card: Visa Mastercard American Express Discover

<i>Cardholder's Name</i>	<i>Card Number</i>	<i>Expiration Date</i>	<i>Signature</i>
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Referral Information

I saw a K&B ad in the following business opportunity magazine: _____

I was referred by the following K&B dealer:

<i>Name</i>	<i>Phone Number (including area code)</i>
<i>Address</i>	<i>City</i> <i>State</i> <i>Zip Code</i>

Other (specify): _____

Current Ad-Specialty Sales People

I currently sell promotional advertising specialties identical to those offered by Kaeser & Blair and I'm not restricted by any non-compete or binding agreements, please waive my deposit. I have included copies of current orders or other documentation showing sales exceeding \$1,500.00.

My promotional advertising specialty sales for the last 12 months were \$ _____
Please call me to qualify me for your accelerated commission program.

<i>The best time to reach me</i>	<i>Phone Number (including area code)</i>
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Future Ad-Specialty Sales People

- 1) Verify or complete all of the details above, enclose your check or money order for \$85 or authorize charge card payment.
- 2) Your \$85 deposit is completely refundable in one of two ways:
 - A. Return the Start Up Kit prepaid in good condition to Kaeser and Blair within 30 days.
 - B. Sell one or more orders totaling \$1,500.00 in sales.

Signature

Sign, date and return this application in the enclosed envelope to the address below.

If payment is made by charge card or if you qualify to have your deposit waived, you may fax your completed application toll free to 800-630-9878.

<i>Signature</i>	<i>Date</i>
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I understand I am an independent contractor in business for myself. I have read and agree to the terms and conditions listed on the reverse side of this application.

*By my
signature,
I understand...*

Terms and Conditions

1. I will be operating as an independent contractor or Dealer in business for myself, utilizing Kaeser and Blair, Inc. (K&B) as at least one, but not necessarily my only exclusive source of supply.
2. K&B has no right or authority to control or supervise my activity in any way, except as noted here. I will set my own hours, develop my own sales methods and procedures and I am free to work when, where and how I wish.
3. I have the right to adjust or negotiate my own selling prices.
4. K&B has no right or authority of termination for any reason with the exception of illegal activity, financial indebtedness or practices detrimental to Kaeser and Blair, Inc.
5. K&B will supply certain selling materials and supplies for stated financial consideration.
6. I will not be working on salary or hourly wage, but solely on a commission basis or exclusively on a variable profit percentage of the gross sale.
7. K&B will not provide me with office space, telephone or secretarial services.
8. I will not be limited to work a specific territory or geographic areas.
9. I will have the right to establish my own selling organization of sub-dealers once I meet minimum requirements.
10. I will be personally responsible for any damage arising from my own actions.
11. I will not be restricted in dealing with a K&B competitor or dealing in any other products
12. I will provide my own transportation.
13. I will not be required to attend formal or group training sessions.
14. No sales quotas will be imposed.
15. I will not be working on a K&B expense account.
16. I will assume my own business expenses without reimbursement.
17. I will not be required to submit reports or maintain inventories or make deliveries.
18. The customer base that I generate will become my personal property and that asset is under my control to retain, sell, convey, transfer or give away.
19. It is possible that certain marketing strategies I may incorporate could involve financial risk or possible loss to me.
20. I can operate under my own personal name or firm name or use the Kaeser & Blair trade name. My use of the Kaeser & Blair trade name or any other registered or copyrighted property of K&B will comply with all K&B's policies for using copyrighted or registered materials and US copyright laws.
21. Credit investigations and credit acceptances, collection of accounts and / or adjustments are the functions of K&B.
22. Being an independent contractor, I agree to bear sole responsibility for reporting and paying all or any federal, state or local taxes imposed on self-employed business persons, but K&B will submit 1099 Information Returns as required by law.

After reading, please sign the other side of this Application for Dealership.

REF: DEALER 86166