

# **MEET JEANNIE**

A certified mindfulness educator, Jeannie blends her psychology background with tea to promote wellness and aid overall well-being. She has been steeping with Open Door Tea since the beginning nearly 7 years ago - her passion and knowledge of working with tea is matched by none. Plus we all just like her a lot.

### **CHALLENGES?**

- Threats from competition & e-commerce
- Slow moving inventory
- Lack of support from product manufacturers

MARKETS, RETAIL, GROCER

# TEA PARTNER

WHOLESALE & TEA CONSULTATION

Gift shops come to Open Door Tea when they have limited shelf space, want to expand their local and hand-made product selection, and seek elegant, unique and eye catching products that sell themselves.

Tea has mass appeal with rapid growth alongside the wellness trend in America. Loose leaf tea has high profit margins, is consumed daily by over half of America, and a staple gift item among women. Get a sample of our unique teas & packaging today.

### **OUR OFFER**

- Premium quality tea at accessible prices. Our selection of teas is far higher quality than tea bags, but not "connoisseur" level that would out-price the average consumer.
- Personalized product selection. We will look at your business, market, and feedback to create a tea list that is successful. Customized marketing materials on-deck (digital & printed).
- Training, support, & on-going consultation. We stand behind our products and partnerships. There is a real person behind the phone every time you call. Schedule an appointment anytime.
- New seasonal offers, products, and guidance.
   Wholesale-only newsletters, seasonal products (e.g. themed gift boxes) with fresh ideas all year long.

## **ABOUT US:**

Founded in 2016, Open Door Tea is a women-led "European" style café based out of Stratford, Connecticut. Going online in 2020, our mission is to make great tea accessible to all.

More Information:

OpenDoorTea.com/wholesale Wholesale@opendoortea.com





# PRICING

**DESIGNED FOR YOUR SUCCESS** 

### WHOLESALE WEBSITE ORDERING

1. Base Discount: 30% off MSRP (website retail) 2. Volume Pricing: 40% - 60% off most products

Tea Tubes: 40-50% Off Samples: 50-60% Off

8oz. Bulk Tea: 40-50% Off

### **BONUSES**

- Free shipping on orders \$200+
- Free tea consultations
- Free samples & tastings
- Free marketing materials
- Free SEO boost & promotion

### LIFETIME SPEND LOYALTY

- Spend \$2,000, get 10% off every future order
- Spend \$10,000, get 20% off every future order

# **REFERAL BONUS**

Get \$120 credit when you refer another wholesale business.



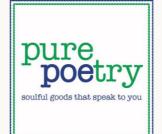














# **TAXES & FEES**

*Taxes:* Tax is not charged for all wholesale customers who provide their business TAX ID during account registration.

### Fees:

1. Adding bar codes and shrink wrap have additional charge if required (\$0.25/unit)

### WHY WE STAND OUT

- Unique & differentiated product
- Easy & convenient online ordering
- Highly flexible, A+ customer service
- Beloved teas & reputable brand
- Sustainable focus & packaging

Sign Up: opendoortea.com/register



# LOGISTICS

**BLENDED IN STRATFORD, CT** 

**SHIPPING** 

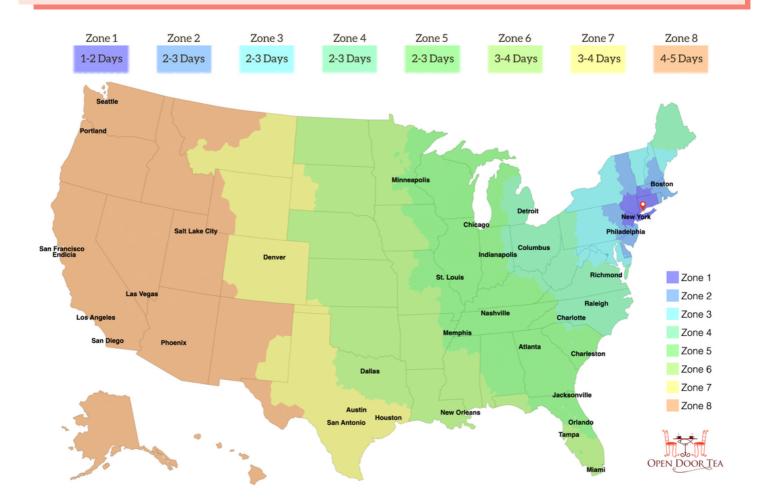
Free Ground Shipping for all orders \$200+ (after discounts).

Flat rate \$14 shipping for all other orders

**LEAD TIMES** 

Typical Processing Time: 2-4 business days.

Shipping transit time map below. Upgrades available by request





### **HOW TO GET STARTED**

- 1. Go to OpenDoorTea.com/register
- 2. Fill our your business information
- 3. Wait for approval. Typically less than 24 hours.
- 4. Access the entire website at wholesale prices.

  Order at your own leisure anytime (including free tea samples)
- 5. Your account manager will contact you for next steps to ensure long-term success.