## WELCOME

Thank you for your interest regarding Fragrance Garden Collection generic perfumes. We offer entrepreneurs the exciting and rewarding opportunity in a growing multi billion Rand industry to join our rapidly expanding network of highly successful perfume consultants. With our "Generic Perfume Business Opportunity" You will be able to compete with even the most avid perfume suppliers and resellers in and around South Africa.

With no overheads and start-up costs (other than an optional sample kit to guarantee sales), there are simply no financial risks yet enormous potential earnings. This is an opportunity amongst all age groups, communities & individuals where you have nothing to lose, and only financial freedom to gain!

Our Fragrance Garden Collection generic perfumes inspired by international brands are high in demand due to the extreme cost-effectiveness and high quality of our products (it is estimated that an excess of over two million bottles of perfume are sold monthly in South Africa alone). This alone should make you enthusiastic to become a consultant of Fragrance Garden Collection.

We offer high profits on all our products ensuring a lucrative income for every consultant. We also take a great degree of interest in the activities and success of our consultants and continuously assist them with ideas and tools to help them maximise their sales and client base. Consultants can also expect repeat sales from satisfied clients each month, which ensures a good repeat client base with excellent income potential!

We trust that the proposal outlined below will encourage you to join our network of consultants and retailers who are satisfying an increasing consumer demand to purchase high-quality generic fragrances at a fraction of the price of designer fragrances.

## BENEFITS OF FRAGRANCE GARDEN COLLECTION CONSULTANTS

- No start-up costs
- High profits on our products
- No targets
- Work at your leisure
- 24/7 support and mentoring to maximise sales
- Marketing material to be supplied
- Optional sample kit
- We have no minimum order requirement
- Access to a product in high demand
- Supplement your income

## ABOUT US

Since March 2015 Fragrance Garden Collection has been manufacturing a range of superb quality generic perfumes. In a short period of time we have sold thousands of bottles of perfume, and each month our sales are growing.

Fragrance Garden Collection perfumes are high quality and mixed from oil-based fragrances imported from Grasse in France, the 'perfume capital' of the world. These generic fragrances smell exactly like the originals as they are designed using a process called 'reverse engineering' which ensures the product's identity is identical to the original. Like generic medicine, the product is as effective and contains the same ingredients as the original product, except it costs a fraction of the price of the original.

Since the mid-1980's many people have been using generic fragrances. The product development of these fragrances has improved immeasurably and, because of improved research and development, the products available today are of a far superior quality. Fragrances today are developed by multi-national companies focussing on scent development and flavours.

## WHAT IS THE CONCENTRATION OF OUR FRAGRANCES?

We mix our fragrances at an eau de parfum consistency. That means it is mixed at a ratio of 24% to 30% oil to cosmetic grade alcohol. The length of time a fragrance lasts on your skin depends on many factors. These include your skin type and the weather and the amount of hair of the surface being applied to. Dry skin and hot weather naturally affect the length of time fragrance lasts. People with dry skin may have to reapply either an original or a generic fragrance two to three times a day – from morning to night. Others may have a waxier skin and have to apply once daily.

## CONSULTANT REGISTRATION PROCESS

There is no application process or joining fee to become a consultant for our fragrances. Should you decide to sell and market our products, you are welcome to do it in whichever way suits you. We simply need your email address and mobile phone number to register you on our system.

You may begin to market using the brochure we send through, or you can buy a tester kit which will help you with sales, as customers sometimes like to test the product before buying it. Once you get orders, you simply submit the order, we will issue an invoice for the order and upon your payment we will dispatch the order.

All you need to do is decide on the price you would like to resell the product for. The profit you choose to add to our wholesale price is completely up to you, but probably needs to be based on the price tolerance of your market and competitors in your area.

## CONVENIENTLY LOCATED

We are based in Johannesburg, and we send out orders from there. As we do not operate in a retail space, we do not have walk-in and shop-like facilities. However, if there is a problem with the product, we offer a 100% money-back-guarantee (excluding shipping).

## CONSULTANT OPPORTUNITY

People buy generic fragrances because they want to smell beautiful at an affordable price, and they are not interested in the design of the bottle (which, in addition to marketing costs, is normally the major expense of the product). For this reason, Fragrance Garden Collection products **literally** sell themselves. Our consultants sell products at their offices, to their friends, workplaces, book clubs, place of study, place of worship etc., and secure orders immediately. The proposition of the generic fragrance is often too good to refuse.

We manufacture the generic fragrances which we sell to you at the prices quoted on our website. You would then add profit onto the price you buy from us (the wholesale price) which you would then resell to your customers. So, you will represent our product as a consultant, reseller or distributor, and build your business by making profit when you resell, as a retail 'outlet' to your customers. We do not offer commissions, but instead allow you to be your own boss and set your own profit margins.

## HOW LONG WILL IT TAKE FOR YOUR ORDER TO BE PREPARED?

It can take from one day to three days to prepare an order, after our receipt of payment. And the delivery may take a day or two depending on where you are located (rural and peri-urban areas take longer for delivery). Once we send your order off, we will send you the tracking number.

You can order as many times as you would like. However, the courier charges apply per order delivered. There is no minimum order, but the courier rates apply depending on the value of the order. Should there be any item we do not have in stock, we will provide a refund on the item or we will offer you an alternative.

## GETTING STARTED SELLING …

We prepare starter tester kits in various sizes to assist our consultants in selling our fragrances. The tester kit is an optional purchase. It is not compulsory for you to buy it at all. There is **no registration fee** to become a Fragrance Garden Collection consultant; should you wish to buy fragrances you can do this without buying the tester kit. We do not release any orders without receiving prior payment and do not provide credit.

Our 5 ml testers are easy to slip into a handbag or computer bag and are used to promote the product. We find that people want to test the match of the fragrance to the original, as well as to see how long it lasts. Our tester kits contain some of our most popular fragrances such as Lady Million, Angel, La Vie Est Belle, Tsar etc. The tester kit also contains fragrance blotters, coffee beans (to clear the olfactory canal after customers sample the fragrances) and brochures.

Often consultants feel pressured to buy many tester fragrances, however this is not recommended as we have approximately 1000 fragrances in our range. Supplying tester fragrances for each requirement would then be very difficult and expensive.

We have **several different types of business start-up kits** available and other products to suit your budget:

| OUR BOTTLES | E-BUSNESS CARDS |
|---|---|
| We have several bottle sizes in our range:<br>30ml, 50ml, 100ml | We would be delignted to create a personal e-business card which you can use to promote your business. |
| | |

| MINI TESTER KIT | THANK YOU STICKERS |
|---|---|
| This kit contains 4 x 5 ml tester atomisers | These stickers can be used when packaging items. |

| STANDARD TESTER KIT | PROFESSIONAL TESTER KIT: FULL OR EMPTY |
|---|---|
| This kit contains the following: Branded plastic tester container, 20 x 5 ml tester atomisers, 30 ml bottle of a fragrance of your choice, blotters, coffee beans \| filter coffee, gift bag | The two options are as follows:<br>1. Professional kit (excluding samples)<br>2. Professional kit (including 102 samples) |

| BUSINESS IN A BOX: 30 ML OR 50 ML BOTTLES | |
|---|---|
| The perspex unit It is ideal for placement on counter tops or shelves, or may be placed into a larger display unit or at your point-of-sale area. Our display unit has been custom-designed for Fragrance Garden Collection, and has the capacity to hold 24 perfume bottles (either 30 ml or 50 ml), as well as 12 of our 5 ml testers. The dimensions are: Height = 254 mm and Width = 260 mm and Depth = 192 mm. | |

## ORDERING PROCEDURE

If you would like to place an order, our process is as follows:

1. Complete your order on the order form and email or WhatsApp it to us.
2. You can also log your order on our online store (for faster service and delivery) www.fragrancegardencollection.co.za.
3. Please include your full name, cellphone number and physical address for courier delivery on the form.
4. Send the order form via a scanned in copy, a photo which you can send via SMS, WhatsApp or email.
5. Upon our receipt of your order, we will issue a draft invoice which will include our banking details, for you to check. If all is correct, we will prepare and dispatch upon our receipt of your proof of payment.
6. Please indicate your name and order number when doing the eft/deposit so that we can track your payment back to your name.
7. Send us proof of payment with your name included on the proof. Please send this via a scanned in copy, a photo which you can send via SMS, WhatsApp or email.
8. We will then dispatch the order and send you the waybill number.
9. If you are ordering a tester kit, please be sure to include the name of the free 30 ml fragrance you would like. You can choose any fragrance from our hundreds of available scents.

## BRANDING

Due to many consultants not wanting their customers to make direct contact with us at Fragrance Garden Collection, we brand our fragrances with the generic product name 'La Parfumerie', which means 'The Perfumery' in French. The labelling has no links to our website at all.

So, if your customers search for the words 'La Parfumerie online', they will not reach the Fragrance Garden Collection website. Therefore, you can be rest assured that your customers will not be able to reach us directly and will only be able to order through you.

Should you prefer, we can supply you with unbranded bottles and you can organise your own labelling through our printers, or your own.

## TRUST US WITH YOUR FRAGRANCE NEEDS

We sell thousands of bottles a month to many happy customers, testified to in many testimonials. We have been in operation since 2015 and have thousands of consultants working with us. Given that our business model requires ordering, our production staff will bottle each order individually and then dispatch via a courier company, we do require prepayment of the order and do not provide credit.

If there is anything you are not happy with concerning the product, we will offer you a credit on your next order, provided you are able to return the product back to our offices.

## CONTACT DETAILS

- Highlands North, Johannesburg, South Africa
- Cell (office hours): 064 763 5279
- Office hours: Monday to Friday, 9am to 5pm
- Queries: hello@fragrancegardencollection.co.za
- Website: www.fragrancegardencollection.co.za