

# ARHAUS<sup>®</sup>

TRADE



Scan to learn more and sign up.

For questions, contact us at [TradeServices@Arhaus.com](mailto:TradeServices@Arhaus.com).

For orders, visit your local store, email [TradeSales@Arhaus.com](mailto:TradeSales@Arhaus.com),  
or call **866-427-4287** and select **option 5**.

TRADE MEMBER ID NUMBER

REALTRADE22

# ARHAUS<sup>®</sup>

TRADE

AN EXCLUSIVE PROGRAM FOR DESIGN AND  
REAL ESTATE PROFESSIONALS.



## THE ARHAUS STORY

Since 1986, we've believed that furniture and décor should be sustainably sourced, lovingly made, and built to last. The artisans we partner with around the world share our vision and create beautiful, heirloom-quality pieces from responsibly sourced, reclaimed, and recycled materials as much as possible.

### A UNIQUE ADVANTAGE FOR TRADE PROFESSIONALS

By joining Arhaus' Trade Program, you'll enter a valuable partnership that will empower you to bring clients' design visions to life in alluring, sustainable, and stunning ways. You'll also be eligible for quarterly commissions, exclusive benefits, and special events to help you thrive as you share your design expertise with clients and colleagues.

### Our Commitment To The Earth

Through our Green Initiative, Arhaus partners use sustainably sourced, reclaimed, and recycled materials as much as possible. From harvesting wood from mango trees that no longer produce fruit to repurposing recycled copper, we take pride in giving new life to what would otherwise be discarded.

### Our Artisan Partners

We travel the globe, seeking out talented artisans whose time-honored techniques create beautifully unique, handcrafted works of art. From rug weavers in India and upholstery workshops in North Carolina, to families of master woodworkers in Italy and Mexico, our artisan partnerships span continents and generations.

### Our Product Customization Options

When selecting pieces for clients, you can choose from hundreds of fabrics, dozens of silhouettes, and details like tufting, nail heads, and leg shape to personalize every piece and express every style. Special order options are also available, including a COM program, and performance fabrics, such as Crypton®.



## ARHAUS TRADE PROGRAM BENEFITS

Join the Trade Program that thousands of interior design and real estate professionals know and trust. When you partner with us, you'll enjoy a wide range of exclusive benefits.

### **PERSONALIZED ORDER ASSISTANCE & SUPPORT**

Whether you shop in-store or online, our dedicated Trade Specialists and Design Consultants can help you get what you need, when you need it. From swatches to product photos or assistance with placing an order, our team will provide exceptional service that puts your needs first.

### **COMMISSIONS & SPECIAL REWARDS**

Members are eligible for quarterly commissions based on the sales of delivered merchandise. Your membership also entitles you to exclusive rewards and annual discounts on your membership anniversary month. These discounts can be used for professional or personal projects.

### **INDUSTRY INSIGHTS & PRODUCT PREVIEWS**

We'll keep you well-informed about the latest design trends, special order options, store events, and promotions. You'll also get previews for upcoming product launches and have the chance to pre-order new pieces for your clients.

### **TRADE DASHBOARD & FLOORPLANNER ACCESS**

Our online Trade Dashboard will help you manage your account with ease. With it, you can view orders and commissions, request samples, update your company info, and get fresh inspiration for new design projects. Members also have access to Floorplanner, an innovative and easy-to-use online design tool that allows you to create accurate 2D and 3D plans in minutes.

### **LEARNING & NETWORKING OPPORTUNITIES**

As an ASID National Industry Partner, we host exclusive workshops and Design Insider events throughout the year. That means you'll have numerous chances to learn, make new connections, and keep up with industry trends.

## HOW IT WORKS

1

### JOIN

Fill out a brief application and tax form to receive your Trade ID number.



2

### SHOP

Shop in-store or online with our Trade Specialists to start earning commissions.



3

### EARN

Earn tiered commissions quarterly on delivered merchandise.

### OUR TRADE SPECIALISTS WILL ASSIST YOU AND YOUR CLIENTS WITH

#### Product Expertise

- Features & Craftsmanship
- Selection & Availability
- Custom Options

#### Design Services

- Complimentary Consultations
- Space Planning
- Color & Fabric Selection

#### Order Support

- Delivery Options
- Concierge Service
- Installation Services

To sign up, visit [www.Arhaus.com/pages/trade-services](http://www.Arhaus.com/pages/trade-services).

For questions, email [TradeServices@Arhaus.com](mailto:TradeServices@Arhaus.com).

For orders, visit your local store, email [TradeSales@Arhaus.com](mailto:TradeSales@Arhaus.com),

or call **866-427-4287** and select **option 5**.

# EARN COMMISSIONS

## MEMBERSHIP BENEFITS

- Earn **7% commission** on cumulative, referred sales up to \$50,000.
- Earn **10% commission** on cumulative, referred sales over \$50,000.
- Commissions are paid quarterly based on delivered sales.
- Cumulative sales reset annually on January 1.

## COMMISSIONS CHECK SCHEDULE

Q1

DELIVERED

**JAN | FEB | MAR**

Checks are sent during the last week of April and received within the first 2 weeks of May.

Q2

DELIVERED

**APR | MAY | JUN**

Checks are sent during the last week of July and received within the first 2 weeks of August.

Q3

DELIVERED

**JUL | AUG | SEP**

Checks are sent during the last week of October and received within the first 2 weeks of November.

Q4

DELIVERED

**OCT | NOV | DEC**

Checks are sent during the last week of January and received within the first 2 weeks of February.

Trade orders receive current sale pricing, including all promotions. No additional discount is applied. Commissions are paid on the merchandise subtotal. Worry-free, tax, delivery, and installation charges aren't included. Any returns, exchanges, or price adjustments processed after payment of commissions will be applied to the following quarter's earnings.

# ADDITIONAL PROGRAM DETAILS

## WHO'S ELIGIBLE FOR THE ARHAUS TRADE PROGRAM?

The Arhaus Trade Program is open to professionals in the design and real estate industries in the United States, U.S. territories, Mexico, and Canada.

## HOW DO I APPLY?

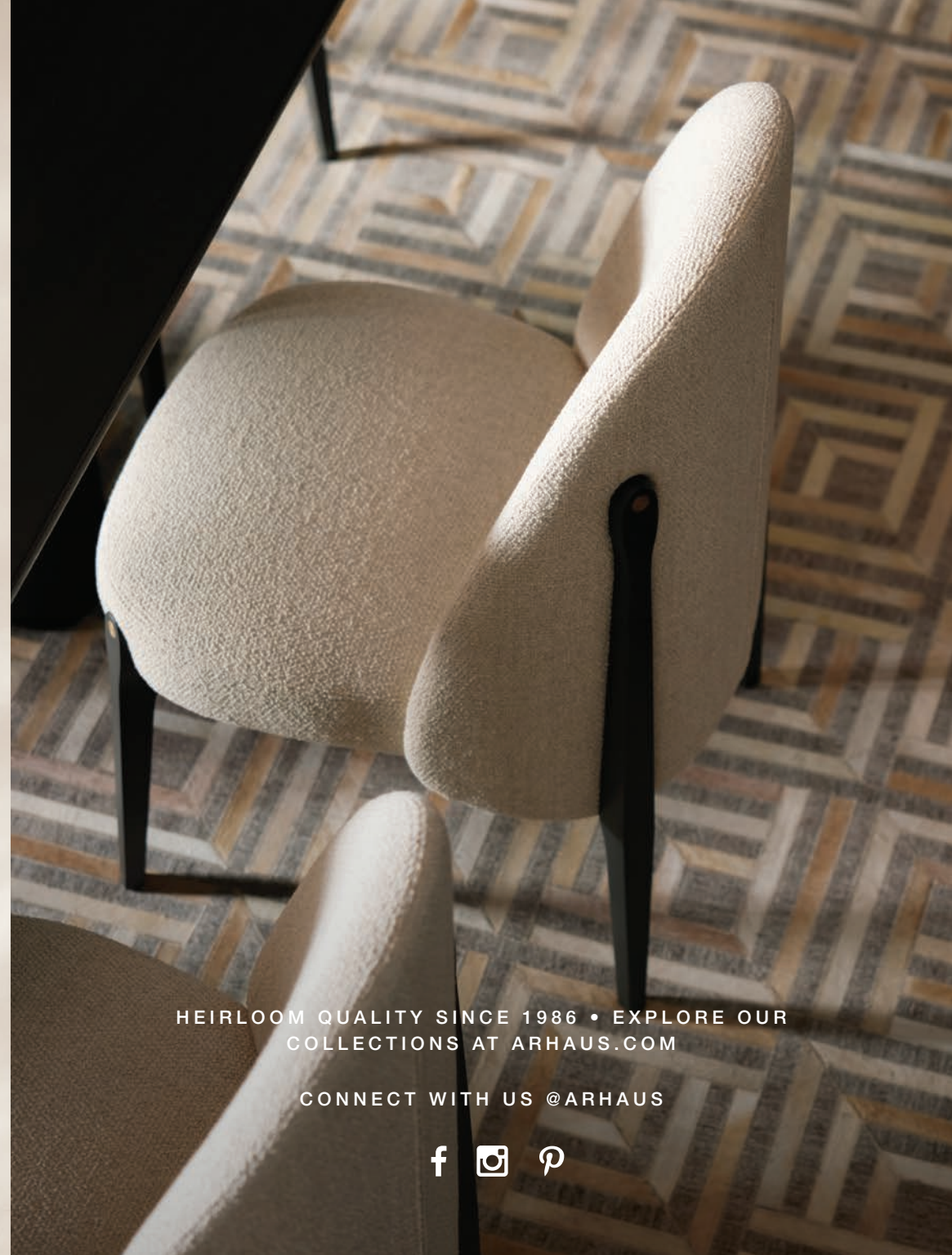
Visit [www.Arhaus.com/pages/trade-services](http://www.Arhaus.com/pages/trade-services) to apply. Once your application is submitted, you'll receive an email with your Trade ID number and instructions for uploading your W-9 or W-8. **You will need to submit the appropriate tax form to receive commissions.** Your Trade Account will be active once your fully completed and signed W-9 or W-8 is processed.

## HOW DO I PLACE TRADE ORDERS AND EARN COMMISSIONS?

- Provide your Trade ID number at checkout to earn commissions on in-store purchases.
- An Online Trade Specialist will need to process Arhaus.com orders to ensure that you receive commissions. To place an online order, simply email [TradeSales@Arhaus.com](mailto:TradeSales@Arhaus.com) with your order and Trade ID number, or call 866-427-4287 and select option 5 to speak with a Trade Specialist.
- If a client plans to make a store purchase and you will not be with them, please notify the store team in advance, or immediately after their purchase, so we can ensure you receive credit for it.
- **Arhaus Loft and clearance center orders are not eligible for commissions.**

## HOW DO I RECEIVE TAX EXEMPTIONS?

To qualify for tax exemptions, you'll need to submit a copy of your tax exemption certificate for each state where merchandise will be delivered. **You must present this certificate with each order at the time of purchase, in-store or online, to have taxes removed.** If the billing information on the order does not match the information on the certificate, your purchase will not be eligible for a tax exemption.



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