





## WHO WE ARE

STANDOUT GIFTS FOR STANDOUT BRANDS.

We take gifting *completely* off of your shoulders, from design to delivery. We balance the creativity of a personal gift and the professional polish of a traditional corporate gift, resulting in gifts that artfully reflect your brand while delivering a stress-free experience like none other.

**Don't worry. No cheesy corporate swag on our watch.**





# WHO YOU ARE

TIME TO STAND OUT FROM THE CROWD.

Your time is valuable and you're ready to leave it to the experts. You understand the impact that elevated gifting has on client retention and don't want to risk the wasted investment and embarrassment that can occur when gifts fall flat.

## the M&G DIFFERENCE

We don't simply put pretty things inside a box (although our gift designs *have* been known to turn heads and get people talking).

We've mastered the not-so-glamorous parts of gifting too: getting your gifts exactly where they need to be, on time, and in perfect condition. We value flawless execution as much as we do the appearance of your gifts, not merely one or the other.

TRUSTED BY



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## HOW IT WORKS

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### Investment

Our order minimum for client gifting is **\$4,800 plus 20% for gift assembly plus shipping**. While we gladly accommodate a range of budgets, we do not design below \$75 per gift plus fees.

When we say “custom” gift design, we really do mean custom.

You're not forced to select from a catalog or mix and match using items we already have in stock. We curate specifically for your project and therefore charge a design fee of \$350 to cover this curation and sourcing time.



### Average Spend

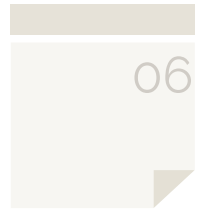
On average, our clients spend between **\$150 - 200 per gift on client appreciation**. Provided our order minimums are met, we can easily accommodate lower budgets as well as much higher-end luxury budgets.



## Lead Times

Clients typically retain us at least 6-12 weeks prior to their desired ship date. You will not owe us your final gift count until approximately 3-4 weeks ahead of your ship date.

Any project starting within 6 weeks of the shipping date is considered a rush project. We offer rush service on a limited case-by-case basis and is subject to a rush fee beginning at \$500. Expedited shipping may also be required to meet your deadline and if rush shipping is recommended, we will let you know in advance so you can budget accordingly.



## Shipping & Delivery

We offer nationwide shipping within the U.S. via FedEx (and international shipping on a case-by-case basis).

We offer two types of shipping:

- 1. Drop Shipping Service:** You send us your recipient list and we drop-ship the finished gifts directly to each recipient on your behalf. (By far, our most popular option.)
- 2. Bulk Shipping Service:** We ship all of the gifts to you, allowing you to distribute the gifts to your recipients in-person.

Shipping costs vary depending on your destination and the size and weight of your gifts. We include a shipping estimate in your proposal so you're aware of the costs up-front.



### WHAT OUR CLIENTS ARE SAYING

“You all did a phenomenal job!

They make such a statement ... thoughtful, purposeful, thematic ... I could go on and on. Thank you again for helping me pull this together!”

COLLEEN MCKINNON, ANAHEIM DUCKS





## Our Cause

Just one Marigold & Grey gift box can support multiple **small businesses** at a time, in addition to supporting our own!

While we source gift contents from well-known brands your recipients want such as Yeti, Sugarfina, Bose, and countless others, we very **intentionally source from small, artisan businesses** wherever possible. This not only leads to unique and memorable gifts, but also socially impactful gifts.

## Our Team

Sticklers for Quality and Particular About Process

M&G is a **100% woman-owned and led** business headquartered in the DC area. We thrive under pressure. While we've become the gifting go-to for countless Fortune 500 companies and well-known brands, we over-deliver for *all* of our clients. We have fun while we work and teamwork is our superpower.



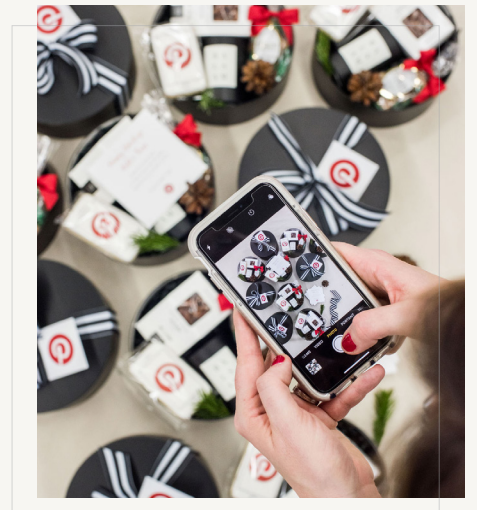
A glimpse of our 14,000 sq foot studio where the magic happens!

### WHAT OUR CLIENTS ARE SAYING

“ We truly can't thank you enough for the incredible design, packaging and contents

you included in our client appreciation gifts - two years in a row! Our clients were absolutely blown away again this year; every single one of them mentioned how much they loved what they received! ”

**HOLLY BYERS, PINTEREST**



# PRICING GUIDE



# WHAT CAN I EXPECT if I spend \$75-100 per gift?

## MARTIN AQUATIC

With the purpose of announcing a major rebrand, these fully branded boxes included items for recipients to enjoy a cocktail such as logo coasters, logo chilling stones, logo tumblers and a custom logo cookie.



Upgraded packaging (i.e. magnetic boxes, rigid construction boxes)

Moderate number of gift contents

Opportunity to brand gift contents

On-brand stationery





# REAL CLIENT EXAMPLES

of gifts in the **\$75-100** per gift price range



**KELLY GRACE PHOTO:** Used as on-boarding gifts for wedding photography clients, these baskets included not only treats but also a highly practical item such as Kelly Grace Photography's client guide magazine.



**FIRST HOME MORTGAGE:** Simply yet impactful settlement gifts for First Home Mortgage's clients on closing day including a branded kitchen towel, insulated tumbler, and candle.

# WHAT CAN I EXPECT if I spend \$100-150 per gift?

## TYLER WHITMORE INTERIORS

Seagrass baskets containing luxe home decor items along with tea and cookies for this interior designer's realtor clients..



Moderate to higher end packaging (i.e. magnetic boxes, branded tote bags, seagrass baskets)

Blend of lower-priced consumables with higher-priced keepsake items

Opportunity to brand multiple gift contents

Some higher end finishes (i.e. layering items on outside of box, logo bellybands, upgraded ribbon, wood basket fill)



# REAL CLIENT EXAMPLES

of gifts in the **\$100-150** per gift price range



**MERRILL LYNCH:** Intended to be enjoyed by a family, this breakfast-in-a-box concept included pancake mix, small batch syrup, gourmet pecans, and a touch of branding in the form of a logo cookie



**ANNIE RYAN PHOTOGRAPHY:** Wedding photographer client gifts featuring vows books, luxury candle and branded matchboxes, and a box of small batch cookies for the engaged couple to enjoy together.

# WHAT CAN I EXPECT if I spend \$150-250 per gift?

## THISTLE & WOOD

Focusing on quality over quantity, these wood boxes featured home decor items the engaged couples could enjoy together at home including handmade snack bowls, ultra luxe candles, floral facial steam, and on-brand tea towel.



High end packaging (i.e. branded boxes, seagrass baskets, oversized magnetic boxes, wood crates)

Luxury contents (i.e. pricier tech items, apparel, quality office items, home decor)

Handmade, small batch, and/or artisan contents

Opportunity to brand as many items as desired

Higher end finishes (i.e. items layered on outside of the box, extra wide ribbon, wood basket fill)



# REAL CLIENT EXAMPLES

of gifts in the **\$150-250** per gift price range



**BLACK WEALTH FINANCIAL:** Sleek onboarding gifts featuring unique home office items such as a luxury candle, handmade photo holders, a daily task planner, and a cozy blanket on top.



**LEMON & LIME:** Black and bold boxes featuring elements of lemon and lime as nods to the company's namesake, including branded tumblers, reusable metal straws, margarita gummies, a citrus themed bottle opener, and more.

# WHAT CAN I EXPECT if I spend \$250+ per gift?

## PULSE

Monochromatic boxes featuring home office items as well as items for the pandemic, including on-brand masks and hand sanitizer as well as wireless speakers, branded notebook and tumbler, and more.



High end packaging (i.e. seagrass baskets, branded boxes, magnetic boxes, wood crates)

Luxury finishes (i.e. silk ribbon, items layered on outside of the box, extra wide ribbon, wood basket fill)

Ability to personalize to each recipient

Handmade, small batch, and/or artisan contents

Opportunity to brand as many items as desired

Significant number of high-priced luxury contents



# REAL CLIENT EXAMPLES

of gifts in the \$250-350 per gift price range



**CHANDLER ROSE PHOTOGRAPHY:**

Bringing to life a “With you, I am home” theme, we included **small batch coffee** with earth tone mugs, luxury candles with branded matchboxes, and a coordinating bedspread on top



**SUNSET POOLS:** Fun-in-the-sun themed boxes including **on-brand bar books**, Sugarfina gummies, Table Topics for family fun, quick-dry and sand resistant beach towels, and more

# Ready To Make Things Official?

TO RESERVE YOUR PROJECT ON OUR CALENDAR:

- Sign the *Retainer Agreement*
- Complete the *Gift Design Questionnaire*
- Pay the \$350 design fee

That's all! We'll immediately schedule a date to begin your custom gift design and will keep you updated every step of the way. And if you haven't already, we'll invite you to join us for a 15-20 minute design discovery call so we fully understand your gifting goals before getting started.



## WHAT OUR CLIENTS ARE SAYING

“When faced with over 200 client gifts to coordinate, I knew I needed creative help that could assemble very personalized and curated gifts.

Marigold & Grey did an exceptional job. They sourced local items and created a presentation that our clients loved. If you are looking for a hands-on approach from a vendor partner, excellent communication as they progress with your project, and beautifully curated gifts, then Marigold & Grey is who you should trust.”

**ESTELLE BARNES, ENSEMBLE HEALTH**

## TRUSTED BY





# P.S. DON'T MEET MINIMUMS?

## Meet our Add-Your-Own-Logo Program



Don't meet our order minimums for custom gift design but still need standout gifts featuring your logo?

This semi-custom option allows you to feature your branding on any of our pre-designed gift boxes at much **lower order minimums** and **shorter lead times** than with our fully *Custom Gift Design Service*.

### HOW IT WORKS

Select any gift box design(s) from our *Ready-to-Ship Collection* and at quantities of 5 gifts or more and \$8 additional per gift box, we will remove our M&G branding from the gifts and include your branding instead. This way, the gifts truly reflect your brand instead of ours!

- You're not required to order 5 of the same gift box design to meet the order minimum. You can order whichever combination of five or more gift boxes you feel best matches your recipient list.
- You're not required to order all gifts at once. We offer the flexibility to order them on-demand as you need them!
- There is an additional one-time graphic design set-up charge of \$150 to get started. If you place a replenishment order, you will not be charged this set-up fee again.
- Free Shipping: Fedex Ground shipping in the contiguous U.S. is included.

### NEXT STEPS

We offer complimentary phone or Zoom consultations with our team to discuss how our *Add-Your-Own-Logo Program* can help achieve your gifting goals. To schedule yours, [inquire here](#).

### MORE DETAILS

For the full scoop on our *Add-Your-Own-Logo Program*, [visit here](#).

We can't wait to gift with you.

Email: [hello@marigoldgrey.com](mailto:hello@marigoldgrey.com)

Phone: 571-766-8690

Monday-Friday 8am-4pm EST  
excluding holidays.

**STANDOUT GIFTS. STRESS-FREE EXPERIENCE.**

— *let's socialize* —

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