





## 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 impress your employees while delivering to you a stress-free experience like none other.

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





# WHO YOU ARE

READY TO LEAVE IT TO THE EXPERTS.

You understand the impact that elevated employee gifting can have on team morale and don't want to risk the wasted investment and embarrassment that can occur when gifts fall flat. Your time is valuable and you're ready to outsource gifting from start to finish..

## 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





## Investment

Our order minimum for the employee appreciation 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 \$125 - 150 per gift for employee appreciation.** Provided our order minimums are met, we can easily accommodate lower budgets as well as much higher-end luxury budgets.

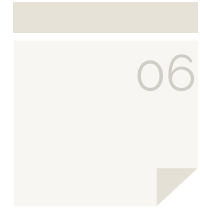




## Lead Times

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 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.



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## 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 employee 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 team members 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.



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### 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 employees 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

“I received many “thank yous” post event so a BIG thank you to you and your team for doing all the legwork and execution.

I would absolutely use your services again in the future. I will be sure to post your contact info on our internal global admin website... and spread the word! ))

**JAIME MILLER, OFFICE OF THE CEO, LINKEDIN**





# PRICING GUIDE



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

## SCORPION MOTHER'S DAY

Small yet impactful gift boxes to surprise and delight employees who are moms just ahead of Mother's Day.



Moderately priced packaging (i.e. rigid construction gift boxes)

Quality over quantity OR quantity over quality

Inclusion of some locally-sourced and/or artisan contents

Branded gift tag/and or notecards

Low to moderate branding of gift contents





# REAL CLIENT EXAMPLES of gifts in the \$75-100 per gift price range



**ASHFIELD FUN IN SUN:** Summer-themed gift boxes designed to show appreciation for employees working hard to adjust to the “new normal” during the pandemic - and to cheer them up too!



**DELOITTE VIRTUAL:** Bright and bold gift boxes to thank employees for a job well done on a significant project roll-out for a key client.



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

## 'HAPPY HOUR AT HOME' FOR ASHFIELD HEALTH

Modern black boxes with full-color logo belly bands were full of cocktail-inspired contents ready to help employees make and enjoy an Old Fashioned upon opening - just add a bourbon of choice!



Moderate to higher end packaging (i.e. rigid construction boxes, foldover magnetic boxes, seagrass baskets)

Some higher end finishes (i.e. logo belly bands, upgraded ribbon)

Opportunity to brand multiple items

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





# REAL CLIENT EXAMPLES

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



**BERKADIA:** To honor the top female producers in the company and their top female clients, these lush baskets featured contents sourced solely from small, woman-owned businesses



**DOUBLE VERIFY:** Sleek black boxes sent to employees to celebrate the announcement of DoubleVerify's IPO, including a bell to ring, almost as if they were present at the New York Stock Exchange for this milestone moment.



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

## MANPOWER VIRTUAL EVENT

Champagne-themed virtual event gift boxes to acknowledge award winners and reveal the location for the Manpower's next incentive trip, featuring ring lights, bubbly scented candles, cocktail kits, and more



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

Handmade, small batch, and/or artisan contents

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

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

Opportunity to brand as many items as desired



Circle of Stars  
2020 Winners  
ManpowerGroup  
Cheers to YOU!  
While we can't physically be together to celebrate your success this year, we wanted to ensure you were equipped to celebrate virtually.  
It may be hard to toast, but please have your bubbly ready for our virtual event  
Thursday, April 22nd 5pm CT  
Congratulations again and we look forward to toasting together!  
ManpowerGroup



# REAL CLIENT EXAMPLES

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



**ASHFIELD HEALTH SPA BOXES:** Branded wood boxes full of self-care and spa items to help employees feel appreciated and lift spirits during their extended period of work from home caused by the pandemic.



**ATLAS NEW YEARS:** To virtually celebrate the New Year as a team, oversized wood boxes branded with foil-printed belly bands surprised employees with snacks, handmade snack bowls, logo embroidered linen cocktail napkins.



# WHAT CAN I EXPECT if I spend \$250-350 per gift?

## HYLAND INCENTIVE TRIP

A “Pack Your Bags” concept sent to company incentive trip winners to prep them for Hawaii including luxury beach towels, high end sunscreen, branded face masks for travel, custom beach motif cookies, and more.



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

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

Handmade, small batch, and/or artisan contents

Opportunity to brand as many items as desired

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





# REAL CLIENT EXAMPLES

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



**OMS NASHVILLE:** Wellness themed gift boxes packages in custom linen-covered hat boxes featuring a diffuser, essential oil, branded journal, high end wool blanket, and more.



**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 notebooks, a tumbler, and more.



# WHAT CAN I EXPECT if I spend \$350-550 per gift?

## SAMSARA 'STAY-OR-PLAY'

Hawaii-inspired boxes to prep incentive trip winners for either a day of self-care and spa'ing (i.e. stay) or a day out on the golf course (i.e. play).



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

Luxury packaging (i.e. designer tote bags and backpacks, oversized magnetic boxes, wood crates)

Handmade, small batch, and/or artisan contents

Luxury contents (i.e. brand name apparel, brand name spa items, home decor)

Opportunity to brand as many items as desired





# REAL CLIENT EXAMPLES

of gifts in the **\$350-550** per gift price range



**SAMSARA 'FUN IN THE SUN':** Designer custom tote bags given to incentive trip winners to prep them for a day at the beach including luxury beach towels, brand name SPF, and even a GoPro type camera.



**SAMSARA 'REST & RECHARGE':** High end backpacks given to incentive trip winners upon departing Hawaii to return home including items to help them relax, recharge, and combat jetlag.



## HOW IT WORKS

# 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

“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 and Grey is who you should trust.”

ESTELLE BARNES, ENSEMBLE HEALTH

TRUSTED BY



bloomingdale's

UnitedHealthcare



TransUnion<sup>tu</sup>



Deloitte.

KIRKLAND & ELLIS





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 employee 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 than 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.
- 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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