

BSS Retail - The **Apparel & Fashion Accessories Expert**
CWS – The Wholesale Division of BSS USA Inc

Dropship account application

Account Manager	Janet order@cheapwholesaleshop.com
Customer Services	
Company Information	BSS USA Inc World Trade Centre 702 West Street Wilmington Delaware 19801
Telephone No	USA - 1-302-724-4902 or UK- 0845 226 4315
Website	http://www.bssretail.net and http://www.cheapwholesaleshop.com

Dropship Applicant Contact Information

Business Name	
Online Store URL	
Business Billing Address	
Main Contact Name, Title and email	
Back up Contact Name	
Title	
Email Address	
Customer Service Email	
Telephone Number	
Fax No	
Email to use for daily stock reports	
Federal Tax ID or	
Retail License No	
Preferred Payment Method	

Please Read Our Policy below and Acknowledge Your Acceptance before Sending in Your Application by email to sheila@businessservicesupport.com

Dropship Policy/ Agreement

- We dropship worldwide and we open account for anyone irrespective of your geographical location. Our wholesale and dropship programme is available only to customers with a retail license or business that is already in operation and who will be reselling the items they purchase from us. We also offer the programme to those who sign up for our business start-up dropshipping programme, which supports aspiring and new entrepreneurs to start their own **'Apparel and Fashion Accessories Business'** selling online/ offline. In this regard, we require some proof of your business before we can set up an account for you (or some proof of identity where you are currently not in business as yet). We ask that you provide us with your retail license number or resale tax ID (or VAT registration number or incorporation certificate number or equivalent depending on the country you currently operate or intend to operate from). Providing us with this information will ensure BSS USA Inc does not charge you sales tax at the point of ordering products from us.
- On receiving approval of your dropship account, you may use our online pictures and description anywhere to promote your sales
- We currently have two dropshipping programmes which we call the Rapid Business Growth Programmes All are intended to help existing businesses expand their product lines and sell more products to new and existing customers. The first programme is the **'Start Your Apparel & Fashion Business'** offering over 400 styles in designer men and women suits from top brand names as well as fashion accessories. All products can be viewed from our website <http://www.bssretail.net> . There is a limit on the number of individual businesses that can be accepted in this programme. Once we hit the set target the programme is closed until further notice. We do not wish to dilute the market with too many businesses selling our designer suits. The second programme is the **'Customised Business Start Up Programme'**, targeted at those who want to start selling online or offline but with no time to source high quality products at competitive prices and with dropshipping option to grow their business with minimal risks. With this programme, you are offered special dropshipping prices below those that are displayed on the CWS website – <http://www.cheapwholesaleshop.com> You select products you want to sell around a particular theme. We offer a basic website for a minimal fee or a customised website (based on your requirements). The products on our site are uploaded on the site and thereafter you can upload any products (delete any products) as you wish on your site. For both programmes we host the website for you and you have a choice over the name of your business and the name of your domain. We merely set the system up for you and offer you an initial training via our suite of Business Start-Up Toolkit. You will collect payment directly from your customers without any reference to us and we have no access to your payment system. We have described the concept of dropshipping in this document for you before you sign up.
- With regards to the **'Start Your Apparel and Fashion Accessories Business'** we charge a dropship fee of \$12 per garment and \$ 5 each for all other item. This is not the shipping cost. It is our fee for providing you with dropshipping service. This is because, when you open a dropship account with us, you will be buying each item at a factory prices, well below the retail price (which is around 40% below the retail price on <http://www.bssretail.net>. With regards to the **'Customised Programme'**, we do not

charge dropship fee. We provide you with a discount on all our products of 10%-30% with the exception of (Brand name camcorder, cameras and mobile phones- we are still in negotiation with this product line). Our prices are already below retail price which makes them competitive. For instance, top quality handbags retail for over \$100 and you can get them from us for as low as \$55 -\$60 including shipping costs to the USA, UK and Australia. All our top designer watches and fragrances etc are sold below retail prices and you will be getting further discount from us as part of this programme. If you want us to add any particular product line on the CWS website, all you need to do is contact customer services on order@cheapwholesaleshop.com and let us know what you want to sell and as part of this programme we will find the most competitive suppliers within our network and add their products to the site. Our aim is to offer participants of the programme products at competitive price for the purpose of reselling.

- Our **‘Starting Your Apparel and Fashion Accessories Business’** retailing men and ladies suits as shown in our www.bssretail.net website requires you to sign up for our free website. The website is free to those who are approved. The website is linked directly to the manufacturers and it is updated each week with new product lines and out of stock products items are deleted. We upload your website with the hundreds of garment available from different designers with details of sizes and colors available. The fee for this programme is as follows:

1. Set up fee - \$500. This fee will cover the cost of uploading all 400 styles of designer men and women suits on your website plus accessories, a domain name chosen by yourself, setting an online payment system (with PayPal) so that you can collect payment from your customers directly without reference from us, assisting you with writing the website contents including policy on returns, shipping and more and finally test running your site before it is rolled out for marketing. Writing contents for your site is your responsibility and all we do at the start is assist you in covering the basics that will help you to start your apparel business speedily. We do not assist you with write up that involves the use of html coding as part of your fee of \$500. If you need such a service, we will offer it at an additional fee. We are a global business and so we offer website in USA dollars. However, if you want your site to be in a different currency, you should inform us at the start and we will set it up for you accordingly. However, it is important to note that we do not have an online conversion software on the site at present and so where you require your site to be in any currency other than USA dollars we will ensure that the conversion rate is updated once a week for you as part of our ongoing service. Your start up fee also covers the cost of our ‘Business Start-up Toolkit- The Smart Entrepreneur Toolkit’. This toolkit comes with a number of CDs, DVDs, Manual, EBooks and Access to Internet Marketing Videos and tutorial. There is a monthly fee for of \$150 to update your website with new lines of apparels and provide technical support service. We also provide you with a monthly professional email marketing letter, put together by our team of sales copy experts, which you will send to your customers on your database. You will learn more about online and offline marketing as part of the ‘Smart Entrepreneur Toolkit’. Once a month, we will offer a teleseminar or business seminar for a minimal fee which you will attend to learn more about business and personal development. The monthly fee must be paid one month in advance. In short, you pay a total of \$650 at the start this programme, and thereafter a monthly fee of \$150 We allow 48hours cooling period before we start setting up and uploading your website. We expect your payment to be cleared before we start uploading your website with products. This is to ensure that you are absolutely confident about going ahead with the programme before we commit our resources into the project. During the 48 hours period, you can cancel and we will refund your full payment, no question asked. However, we will not accept you into the programme thereafter. After 48 hours, we will commence setting up and uploading

your website and we will not refund the set up fee of \$500 if you decide not to go ahead with the programme at this stage. Once your website is completed and tested, your fee of \$150 will not be refundable. All monthly payments must be paid promptly and we require a valid credit card details (or other payment method as appropriate) to collect funds from you promptly. If your account is not paid on time, we will have no choice but to deactivate you website but we will contact you at least twice by email or by phone before deactivating your account. We do not wish to disrupt your service and so it is important you ensure prompt payment is made. Your website will be available within 15 -21 business days. You are required to provide us with one month notice if you wish to terminate your account with us. All our manufacturers have clear returns policy which is articulated in our website. The returns policy of BSS Retail can be found on the www.bssretail.net website. Please read and familiarise yourself with them. Shipping cost is based on the weight of the item and we will notify you of the cost of shipping as soon as we confirm your order after weighing them. We will then send you an invoice for the payment to be made so that your order can be shipped immediately. Please read our shipping policy on site. We do not refund shipping cost or dropshipping fee. We will show you how to put together your policies to ensure they are in sync with ours once you sign up for the programme. All queries in relation to your website should be forwarded to support@cheapwholesaleshop.com.

- For Dropshipping account to sell any item in our CWS website (www.cheapwholesaleshop.com) all you need to do is take pictures from our site, promote to your prospects or customers and then buy the products from us at a fee of 10%-30% discount. We also offer s dropship price (a discount in price of up to 30%) on items such as lace wigs, perfumes, lingerie, shoes, bags, t-shirt and jewelries. The cost of our basic website and initial product upload on your website is \$ 500 (approx £310). As a bonus we also offer you ‘The Smart Entrepreneur Toolkit’ which comes with Business Training CDs, DVDs, Manual & EBook, in subject areas such as marketing, finance, personal development, business planning, success theories and more. We host your website for you and offer you 24/7 free technical support. The technical support number will be provided to you once you are part of the programme. We also show you how you can add and delete products from your site before your site is rolled out. Like the other programme, your website is set up to accept payment online and you will be collecting payment directly from your customers without our involvement. You only pay us for the products you buy from us. You also have a choice over the name of your domain as well as the logo and business name/telephone number. We work with you to ensure all the contents required to upload your site is completed before we upload them on to your site. Thereafter, it is your responsibility to update your website and update products and make changes to the site. If you require technical changes to the website, our team can offer you the service at a competitive price. Furthermore, if you require customisation of the look and feel of our basic website, you should provide us with clear information of your needs and we will then provide you with the fee to complete the task. You will be required to pay the full fee before the work commences.

The monthly webhosting fee will be \$48 (£35) depending on the number of products you wish to sell. If after the initial set up of your website you require help with updating the products on your website we can provide you with this support for an additional fee. Otherwise, you can update the products manually following instructions received from us at the start of the programme. It is important you remember that dropshipping price is only available to those that are approved for the programme. The shipping, return and refund policy for CWS can be found on our website. Please read them carefully and ensure you understand our expectations. If in doubt contact us for clarification. Due to the nature of the programme, we do not provide professional email marketing support with this programme. If you require professional support with email marketing such as sales copy

letter, we can offer this service to you at a competitive fee. All queries in relation to your website hosting (not contents) should be forwarded to the technical support team.

- If you already sell online and you want to resell our products you can open a dropship account with us for a one off fee of \$30. All you have to do once the account is opened is take copies of the product image from our websites as well as product description - www.cheapwholesaleshop.com or www.bssretail.net . You promote the products to your customers and after you have sold the products you can order at our dropshipping prices – up to 30% discount for all products in the CWS website and 15% discount for all products on the www.bssretail.net website. We do not provide you with cvs files for your website programme and it will be up to you to manually update your own website with our products. Any support you require in understanding how to put together your policies and contents will not be our responsibilities. This package is appropriate for experts in online retailing with experience in dropshipping. We offer over 10,000 products on our site to our clients with some of the product lines being very dynamic in nature, it is for this reason we have the programmes that come with websites and ongoing support so that you can save time on administration and focus more of your resources marketing and selling. To proceed with this option, you are to complete the application form and send it to us. After your account is approved we invoice you. After receiving clear payment we send you details of your dropship account reference number.
- For all dropshipping account holder, as soon as we ship your items to your customers we will send you your invoice and tracking number so that you can inform your customers accordingly.

- **Backorders**

At times we may not have an item in stock; we will notify you and ship the item to your customer when it is in stock again. It is your decision how to handle out of stock items and if you wish to sell on back order.

- **Pricing**

When your application is accepted, we will send you the respective discount rate for each product line. You have complete freedom to set your own prices. A guide to our dropship fees has been provided to you in earlier section. For the '**Starting Your Apparel and Fashion Business**', you will have access to the dropship price at the back end of your website and via email most of the items. We will send you the price list for those not available at the back end of the website. Remember your price list is the below wholesale price (or factory price). All prices are subject to change without prior notice. Shipping charges are also subject to changes outside our control. We will keep you informed via email of any changes. The dropshipping fee is to be added to your factory or below wholesale price list. Read more about this in the next section.

- **Payment**

We accept all major credit cards as well as PayPal. We will invoice you and provide you with a link to make payment for all your orders. All orders are prepaid prior to shipping. You can also make payment via cheque and Bank Wire Transfer. With bank wire transfer you will have to subsume and bank charges relating to the wire transfer. For payment via PayPal and credit card we charge an extra 4% of the total purchase value of your order. In

short your final bill with us will be the wholesale price for item purchased plus dropship fee per item plus shipping cost multiply by 1.04.

Here is a practical illustration:

If the wholesale price of a garment is \$100, then the total cost of the garment is \$100 + \$12 (dropship fee) + \$30 (shipping cost) = \$142 + (\$142* 4%=5.62) =147.62. Therefore you will have to pay £147.62 to us. The \$5.62 is the additional merchant charge relating to processing your order. Our margin on sales directly to you is low and so we cannot afford to assume any merchant or banking costs. We will show you how you should price your products appropriately taking account of all your costs as part of the programme.

o **Shipping info**

Because we work with different manufacturers across the world, we use different shipping companies. When we ship from Hong Kong or China, we will use EMS as our first priority (except where it is not possible because of the country of delivery). Otherwise we will use UPS, DHL or FEDEX. When we ship from the USA we will use UPS ground or international. When we ship from the UK we will use Parcel Force, Royal Mail or other courier services such as DHL or FEDEX. Domestic shipping cost applies for shipping within a domestic country.

For apparels and fashion accessories business start-up programme, we ship directly from the USA. For fragrances, luxury brand jewelleries and lingerie we ship directly from the USA. For all other items, they are shipped from Hong Kong or China. Some of the prices already include the shipping costs. Where shipping cost is included in the price of a product, please be aware that the cost relates to shipping to the USA, UK, Australia. Shipping cost may be higher for some destination and it is important you make this clear to your own customers.

o **Dropship Return Policy**

Returns, order cancellation and or refusals of delivery are charged full credit minus the shipping cost towards the exchange. Generally, returns are acceptable where the item is significantly different from that ordered by the customer or where the item is damaged or defective on arrival.

- o All returns must be in the original box or package and unused condition. All must have an RMA number before we accept them. You must contact us within 48 hours to request an authorisation for return. We will email you details of the address your customer should return the item and it is your responsibility to ensure that we receive the merchandise in good condition and with tracking reference number. Once we receive the goods we will check that it is in a good condition and we will credit your account within 7 business days. You also have the option of the customer returning the item to you and then reselling it. All merchandise must be received no later than 10 business days from the date you notify us of refund request.

o **How Dropship Works**

1. You do not purchase any merchandise until you have sold the item and collected the money from your customer
2. You then purchase the item from us and we ship it directly to your customer

The Benefits of Dropshipping

- Allows you to sell a broad range of products with no significant investment
- There is no expensive inventory or warehouse to maintain
- You do not have to take the time to package and mail merchandise
- You also do not have packaging and material expenses when dropshipping
- No minimum order; buy as little or as much as you like

When we dropship, we do the following:

1. We do not include our company details anywhere in the order
2. We do not include the price paid for the merchandise.

We implement these rules for two important reasons:

1. So your customer will stay your customers and not know the mark up prices
2. Your friends and family will never know how much you paid for the merchandise

We are excited about working with you and would make every effort to make it successful for your company/ business. If you have any question or comment please email us at order@cheapwholesaleshop.com.

Dropship Account Type

Please specify (by stating YES in the appropriate section) which type of account you want to open with us:

1. Start Your Apparel & Fashion Business _____
2. Customised Business Start Up Programme with CWS _____
3. Basic Drop-ship Account (no website or ongoing support) _____

Accepted the above terms and singled for company _____

_____ (New Startup, please type the proposed name of your business)

What Happens Next

We review your application within 48 hours and inform you about our decision. We then invoice you immediately based on the decision you have taken. Your invoice should be paid within 3 business days. After your invoice is paid, we will inform you when we start putting together your website (for the first two programmes as above). For the 'Basic Dropship Account' you can proceed immediately to start selling our products to your customers after you have made your one off payment.

Dropshipping Prices for the CWS programme

- Over 2000 Genuine Designer Watches, Sunglasses, Diamond and Gold Rings, Scarves and Necklaces at discount of up to 80% for a commission of 10%-15%. All products come with authenticity certificate.
- Lace Wigs at wholesale prices- refer to our price list on our website. All come with guarantee.
- Real leather handbags and fashion hand bags (inspired by big design names)- You set your own prices for each item. You buy from us at a discounted price (see our website prices). All come directly from manufacturers. You get a further 15% discount.
- Designer Apparels and more- You get \$20 commission per suit purchase by your customers. From us. The suit should cost £80 or more on our site for you to earn this commission. We give commission of 15% on all other products that are less tha \$80 per item. All orders will be linked directly to your website because your site will be set up in such a way that we will know that you have made us that sale. Your commission is paid monthly and we allow three to four weeks after the sale, to pay you your commission (in the event of a return). Please request prospects you refer to include your name on the request for more information box or as appropriate.
- Brand Perfumes- We offer you special wholesale prices with a minimum order of 4 perfumes per order. You can also set your own prices on your website- refer to our wholesale price list. **If you can't find a perfume you are looking for contact us and we will assist you further. Wholesale price list is on our website.**
- Lingerie- We offer you special wholesale pricelist and you can set your own prices on your website - **refer to our special wholesale price list.**
- Luxury Beddings- We offer you £20 (or dollar equivalent) discount on our luxury beddings from Le Vele duvet set. You simply charge your customers the same price as us and then purchase from us at the discounted price.
- Electronic products- We offer you the opportunity to sell non-brand phones to your customers – we are putting the price list for these products together at present and we will soon be uploading our site with more information on this. Your website will also have these products to sell.
 - Inspired Designer jeans trouser, t-shirt, trainers and sunglasses - you get a further discount of 15% off our prices on the CWS website.

Note- You will be collecting all the cash upfront from your customers before you order the products from us at a reduced price. The exception to this are Designer Apparel, Watches, Sunglasses, Necklaces, Scarves, Diamond and Gold Rings, where you get commission on sale paid directly to your bank account. We will set the entire system for you and show you how it works.

By typing your name below you agree to the above terms. Please send your application form by email to Sheila@businessservicesupport.com ensure that the signature page is signed and dated, then scanned the document and email to us.

Authorised Signature_____

Date_____

Print Your Name Here_____