

The Hub Partnership Program.

What is the Hub Partnership Program?

The Hub Partnership Program is a reciprocal agreement between your Church, Charity or Ministry and *The Hub Christian Resource Centre Ltd* [The Hub]

It is a way in which we can help support your ministry or organisation, by offering discount, credit facilities, bulk purchasing and sale-or-return services, in exchange for your continued loyalty.

It is available to **all** Churches registered in the UK and **all** UK and International Charities engaged in Christian work in the UK. Additionally, we can often offer discount to individual ministers or small ministries not registered as charities at the discretion of the management.

What do I get?

The Partnership Program includes three distinct benefits. By becoming a partner, you will not necessarily automatically receive all of the benefits listed, but you will begin to receive many benefits immediately, with others becoming available to you over time.

Discount.

All partners immediately receive discount on most full priced orders made for their Church, Charity or Ministry. The discount you receive for these is based on the value and quantity of purchases made in the current, and previous quarter. In a nutshell, the more you shop with us, the more we can reward your loyalty.

Our basic breakdown is as follows:

| Quarterly Purchase Quantity | Discount if Paid on the Day | Discount if paid on Account (Bank Transfer/Cash/Card) | Discount if paid on the day / on Account (Cheque) |
|-----------------------------|-----------------------------|---|---|
| Less than £500 | 7.5% | 5% | 0% |
| £500-£1500 | 12.5% | 10% | 5% |
| £1500+ | 15% | 12.5% | 7.5% |

All ex Wesley Owen accounts start at the £500-£1500 level, all new accounts will start at the base level. We seek to offer a tailored service, which realistically matches your needs, and we are happy to discuss your particular circumstances in person, and offer special discount and break points for some partners.

You are entitled to higher rates of discount as soon as you cross a certain threshold, both for the remainder of the current quarter, and the following quarter. However, as The Hub only assess accounts on a quarterly basis, it is your responsibility to inform us when you believe you have crossed a certain threshold.

For example, your organisation joins in January, and by February has already spent £500. For the remainder of Q1 (Until March) and throughout Q2, the organisation will remain at the middle discount. If by the end of Q2 (end of June) they cross the £1500 threshold, for the remainder of Q2 and all of Q3, they will receive the top level of discount.

Additionally, the Church or ministry leader, and (if you choose to join our bookstall scheme) the nominated book agent usually qualify for some discount on most of their personal purchases.

Some short or high discount items, including some CDs and DVDs, many educational and legal textbooks, some academic works, most local/self published titles, and all second hand books are subject to different discount terms, which will be discussed at the time of order.

Due to the constraints placed upon us by suppliers Church Resources (Communion Wine, Alter Bread, Vestments, Candles etc) are capped at 10% discount unless ordered and purchased in bulk. In general, a bulk purchase of Church Resources is one unopened box or crate of Wine or Candles, 12 or more identical units of Alter Bread or £250 assorted items at retail price. For high value special orders (Communion trays, chalices, silverware etc) which is not held in stock, you will receive a written quote. The price of which is inclusive of discount, and no additional discount will be added at the point of sale.

Normally, you will not receive any further discount on 'special offer' items, as they will already be heavily discounted. You will receive additional discount (capped at 5%) on select 'Partner Promotions', which will be highlighted as such. Partner Promotions include selected offers from (as at April 2010) IVP, CWR, Lion, Candle, Monarch, Baker Fiction, Scripture Union and Kingsway.

Credit Account / Invoice Purchases.

In addition to your partnership discount, most of our partners will also qualify for Credit Purchases via Invoice.

This will allow your nominated buyers to collect goods for of your group without worrying about having to pay for the items themselves, and keeping hold of receipts to claim back money from the treasurer.

Invoices are delivered directly to the treasurer, and our standard terms are for payment within 30 days of the end of the month..

Invoices offer convenience and simplicity, and applying for a credit account is quick and easy. Most accounts can be approved on the spot, and we can often provide credit to organisations with little or no credit history. In most cases, new credit accounts will begin with a **£200 credit limit**, which can be extended as long as your account remains in good standing.

Sale or Return Book Stall Service: Hub Outposts

As our shop continues to become better established we are beginning to operate a number of "Hub Outposts." These are sale-or-return bookstalls at your Church or office, which will allow you to supply books directly to your congregation, staff or passers by.

All purchases made in your church count towards your quarterly purchases. What's more, if you choose to sell items to your congregation at full price, you will still receive your standard discount when you settle your account in store, and the profit is yours to keep.

As our thank-you, your church representative, who runs the outpost, is eligible for personal discount against all of their own purchases.

Books must be rotated every 30 days, otherwise the full balance of the account will become payable. You do not need to operate a bookstall constantly, you can have one permanently, or simply a few times a year at special events, however; the more often you do so, the more you will sell, and the faster your discount will increase.

At present, the Hub Outpost scheme is only available to churches with an average attendance of 100 or more for Sunday Services, and credit accounts in good standing. As time goes on, we will open this up to smaller churches and charities.

We will consider supplying a book stall for a one-off event to smaller churches at our discretion.

Along with this, we will regularly offer exclusive deals for partner congregations. At least twice every year, we will select books, music or DVDs will be offered at a high rate of discount and will include written reviews, posters, and a quantity of books on 100% See-Safe (Sale or Return). The products will be sensitively selected to ensure they are suitable for your congregation. We will often also be able to visit your church to talk about the product

Bulk Purchases.

On top of all of this, all customers, whether partners or not, are entitled to extended discount on all bulk purchases.

Any order for your church or charity of greater than £100, and any individual spending over £250 is automatically eligible for bulk purchase discount. Rates of discount vary depending on what is being ordered, however, in general, larger purchases attract higher rates of discount. Discount ranges from 10% to 50% depending on the size of the order, and the items selected.

We are normally able to match or improve on genuine written quotes from other suppliers, and always at match amazon's UK price (for orders fulfilled by Amazon) for bulk buying, so please contact us for details.

What does it cost?

Joining the service is free of charge, however this is a reciprocal agreement, so there are a few things we ask in return.

By joining the scheme, you agree to making all eligible purchases through The Hub. In general, this means buying all Books, Bibles and Music and General Resources used in Church or by your ministry from The Hub (See Full Terms and Conditions for details). In addition, in order to receive personal discount, your minister or leader agrees to order all items supplied by The Hub from us, before going anywhere else, and allow reasonable delivery time before cancelling the order.

You also agree to display promotional material for the store in your church or on site at your ministry, including at least one A4 poster. In addition to this, we ask that you include an advertisement for The Hub in your church newsletter, bulletins or flyers, at least once every 6 months. This advertisement will include a special offer only available to your readers, which we will happily discuss with you to ensure suitability. If you do not produce any of the above, we will provide you with a hand out flyer, at least once every 6 months, which will include an offer for your congregation, which you shall distribute on our behalf.

You also agree to name only The Hub, and list only our prices in any reviews or recommendations you make in Church. In order to assist us in this, we would request that you inform us of any recommendations which have been made in any of your publications, or from your pulpit. If you are able to give notice of this in advance, we can often arrange a special price for your congregation, so we encourage you to do so as much as possible.

Finally, you agree to allow a member of our staff to visit your Church at least once per calendar year, to discuss what we do. This will generally include a 5-10 minute presentation about the shop, and what we offer, during your main service of the day and a no more than 5 minute talk about a particular book, CD or resource which we will be offering at a special price if ordered on the day.

We will happily discuss what that product will be in advance, and do our best to offer something relevant and useful to your congregation. This is, however, the minimum which we offer. As an experienced itinerant preacher, Luke Bunker is available for any length of time during the service, including a preaching a full sermon. We will happily discuss the topic of the preach, and promise never to engage in more than 15 minutes of promotion during this time, unless you want us to.