

STEM Press • 6800 West 115th St • Minneapolis MN 55438 • 1-877-STEM-646

## Wholesale Purchase & Re-Sell Options for our Publishing Partners

	Option	Product Ownership	STEM Inventory Purchase Quantities	Normal STEM Press Purchase Price	Who Pays Shipping (only) to STEM Press	Return Agreement	STEM's Final Sale Price to our Customers	Payment to You	Likely STEM Press Marketing for Your Product: (1) (2) (3) (4)
1	<b>STEM Owns Permanently</b> STEM Inventory Loss Risk: 100% Your Loss Risk While in STEM Inventory: 0%	STEM buys & permanently owns your product in our inventory	Mutually determined "ideal" quantities (e.g., 10, 12, 20, 24, etc.)	25%-35% of your retail list (i.e., a 65%-75% discount off your list price)	STEM pays (normal ground rates, unless STEM requests otherwise)	No returns (STEM cannot return unsold products, unless products were delivered damaged; if damaged, you pay return shipping)	Usually discounted 2%-10% off your retail list (however STEM will determine from time to time)	15 days upon receipt of your product	(1) STEM online bookstore (continuous) (2) Mission Maker Magazine 8-pg book catalogue (annual) (3) On-site conference bookstores (3 or more conferences annually) (4) You must maintain/increase all your normal marketing efforts!
2	<b>STEM Owns Temporarily</b> STEM Inventory Loss Risk: 100% Your Loss Risk While in STEM Inventory: 0%	STEM buys & temporarily owns your product in our inventory	Any quantity at any time (STEM will attempt to purchase in your "ideal" quantities — but no guarantee)	35%-45% of your retail list (i.e., a 55%-65% discount off your list price)	You pay shipping to STEM (normal ground rates, unless STEM requests & pays difference for faster shipping)	STEM may return any unsold product at any time after 90 days of first purchase order (you must reimburse STEM 100% for returned product and return shipping within 15 days)	Usually discounted 2%-10% off your retail list (however STEM will determine from time to time)	30 days upon receipt of your product	(1) STEM online bookstore (continuous) (2) Mission Maker Magazine 8-pg book catalogue (annual) (3) On-site conference bookstores (2 or more conferences annually) (4) You must maintain/increase all your normal marketing efforts!
3	<b>Consignment</b> STEM Inventory Loss Risk: 0% Your Loss Risk While in STEM Inventory: 100%	STEM receives and holds your product on consignment in our inventory	Any quantity at any time	45%-55% or more of your retail list (i.e., a 55%-45% discount off your list price)	You pay shipping to STEM (normal ground rates, unless STEM requests & pays difference for faster shipping)	STEM may return any unsold product at any time after 90 days of first purchase order (you must reimburse STEM for return shipping within 15 days)	Usually discounted 2%-10% off your retail list (however STEM will determine from time to time)	Quarterly within 30 days, accompanied by STEM sales report for your product	(1) STEM online bookstore (continuous) (2) Mission Maker Magazine 8-pg book catalogue (annual) (3) On-site conference bookstores (2 or more conferences annually) (4) You must maintain/increase all your normal marketing efforts!
4	<b>Shipping Fulfillment Partner</b> STEM Inventory Loss Risk: 0% Your Loss Risk While in STEM Inventory: n/a	You own & maintain your product(s) in your own inventory <b>YOU SHIP DIRECTLY TO STEM'S CUSTOMER</b>	(n/a)	45%-55% or more of your retail list (i.e., a 55%-45% discount off your list price) <b>YOU MUST SHIP WITHIN 1 BUSINESS DAY OF RECEIVING STEM SALES ORDER TO AVOID PENALTY</b>	(n/a to STEM) However, you pay normal U.S. equivalent ground rates to customer	(n/a)	Usually discounted 2%-10% off your retail list unless mutually-determined otherwise (however STEM will determine from time to time)	Quarterly within 30 days, accompanied by STEM sales report for your product(s)	(1) STEM online bookstore (continuous) (2) Mission Maker Magazine 8-pg book catalogue (annual) (4) You must maintain/increase all your normal marketing efforts!
5	<b>1-Time On-Site STEM Conference Bookstore</b> STEM Inventory Loss Risk: 0% Your Loss Risk While in STEM Inventory: 100%	STEM temporarily receives and holds your product on consignment until the conference bookstore closes	(n/a)	75% of your conference selling price (i.e., a 25% discount off your conference selling price; see "NOTE" to the far right)	You pay shipping to the conference	You must collect all unsold products when the conference bookstore closes	You determine conference selling price; your conference price will still be subject to other conference bookstore discounts	Either upon conclusion of conference bookstore, or within 15 days (based on actual recorded sales)	(3) One specified on-site conference bookstore (this option #5 is normally only available to speakers and other attendees of the given conference) (NOTE: in some circumstances the conference host may impose an additional fee on your products sold)
6	<b>Other</b> (available only to veteran, "grand-fathered-in" partners)	Mutually-determined	Mutually-determined	Mutually-determined	Mutually-determined	Mutually-determined	Usually discounted 2%-10% off your retail list unless mutually-determined otherwise (however STEM will determine from time to time)	Mutually-determined	(1) STEM online bookstore (continuous) (2) Mission Maker Magazine 8-pg book catalogue (annual) (3) On-site conference bookstores (1 or more conferences annually) (4) You must maintain/increase all your normal marketing efforts!