

ASI #40299 | SAGE #51323

# 3 EASY STEPS TO ORDER CUSTOM PLUSHIES

SPEC AND QUOTE PREPARATION | PROTOTYPE DEVELOPMENT | PRODUCT ORDER AND DELIVERY

INFO@BESTPLUSH.COM WWW.BESTPLUSH.COM CALL 609-518-6699

# 3 EASY STEPS TO ORDER CUSTOM PLUSHIES



### Step #1: SPECS & QUOTE PREPARATION

We begin by studying your project in detail. Our goal: to work with the right distributor on a job that's right for us!

First things first... We assess how much you know about your client and the project.

- Project Purpose: Show/Event? Mascot?
  Daily Giveaway?
- 2. Basis of **Design:** Reference Images or Rendering or text Description?
- 3. Ideal Quantity?
- 4. Ideal in-Hands Date?
- 5. Ideal Unit Price?
- 6. Intended Users: Age 3 and up or all ages?
- 7. Destination Zip Code?
- 8. Your ASI or SAGE ID or EIN

If the project is right for us, we'll prepare a free, no-obligation quote that will address all aspects of the job, such as:

- Item spec sheet: shape, colors/branding, materials, measurement, packing & labels
- ✓ Design: copyright, physical prototype, and preproduction sample
- ✓ Quantity breaks (our MOQ is 800 pieces)
- Manufacturing and product costs
- ✓ Safety compliance tests
- ✓ China export customs clearance
- Shipping options
- ✓ US import customs clearance
- ✓ US customs duty and official fees
- The delivery deadline and destination

# 3 EASY STEPS TO ORDER CUSTOM PLUSHIES



### Step #2: PRE-PRODUCTION SAMPLE

So far, we've told you what you can expect from us, now here's what we ask of you:

1

#### Review quote carefully

- The time to ask questions about the quote and to share customer feedback is now. This is essential before we can proceed!
- If you're not interested or the project is not available to us, please let us know. A timely response prioritizes you in our CRM agenda and assures you of a future project slot.
- Note the expiration date. Once the quote expires, a new quote can be issued upon request.

2

#### Order prototype if it is ok

- If quote is acceptable, you can order a free physical prototype so your client can have a hands-on sample.
- To show your good faith, a fullyrefundable deposit is required (\$199 or so, see the quote for details).
- The deposit will be applied to the invoice for your product order. No cash refund is offered.

**3** 

#### Review prototype carefully

- In as little as 3 days, the initial prototype (Version 1, V1) will be created, and its images / videos will be emailed directly to you.
- We expect you to examine the digital prototype carefully and advise us immediately of any issues.
- If it passes your initial exam, you are requested to forward it to your client asap stressing the need for immediate attention and report all feedback to us.

4

#### **Report feedback immediately**

- If you need any change, email us the details for free modifications. We can create a new prototype in 2 to 5 days.
- If you'd like to receive the physical prototype, pay the freight of \$49.
- A digital review is more efficient and getting more popular although the physical review is still offered with our full support.

## 3 EASY STEPS TO ORDER CUSTOM PLUSHIES



### STEP #3: PRODUCT ORDERING AND DELIVERY

You can place the product order when the prototype is basically accepted. Free modifications can continue even after the order is placed.

- Your order will be made in Northern Shanghai, shipped to the US, cleared through Customs, and delivered to your destination. See quote for details.
  - Turnaround depends on the season, shipping method, and destination. Example: 10,000 teddy bears ordered in January can be manufactured 3 within 23 days and delivered to Los Angeles in 5 days by air or 23 days by sea. See our quote for the detail.
    - Payment terms (open to negotiation for orders \$30,000 & up) • \$0 due prior to order placement.

      - 65% due when order is placed.
      - Balance due when order is shipped.

## CASE STUDY: CUSTOM ORDER MADE EASY BY BEST PLUSH®

THE SAGA OF SIMONE BILES, THE GOAT, AND THE ... Gold Over America Tour!





### We gave her exactly what she wanted! We made it EASY for everyone and LUCRATIVE for the Distributor!

7/21/21 8/6 9/14/21 V2 was presented V3 presented and DEADLINE Inquiry 7/22 - 7/24 7/27 7/29 7/30 and approved with approved as the Pre-MET!! received from **Production Sample!** modifications. Araca Group. The Client wasn't able to specify a We presented Upon digital To get the prototype process First 500 pieces review the Client our ASI budget, so the Distributor worked started, the Distributor placed Prototype V1 **Order for 10,000** Mass production delivered to distributor hand-in-hand with our Artist to first a refundable good faith requested a grey of the Goat. goats placed! begins! **Denver** in plenty determine a set of specifications. body. deposit with us for \$199. of time for 1st **show** on 9/21!

**Customer:** Simone Biles Champion Olympic Gymnast

**Event: Opening of the** *Gold Over America Tour!* 

When: 9/14/21 Where: Denver What: 10,000 Goats

Do they have a...

Photo? Model? Drawing?

No. No. No.

The Client had **no specs** to share except that they wanted a goat. "G-O-A-T" was the perfect acronym for "Greatest-Of-All-Time," Simone's moniker. The goats would be given away to the first 500 ticket holders at each show from Sept-Nov. The 1st shipment was needed by 9/14!

Since the Client was new to the use of promo plushies, they didn't know enough about them to be able to determine a budget. They depended entirely on us to guide them through the process. Our brilliant reputation within the Industry for honesty, integrity, transparent pricing, and excellent customer care won the day, and everyone involved knew they were in very good hands!

This was an unprecedented leap of faith for all concerned. None of us, i.e., the Distributor, the Client, nor Best Plush,® had ever done business with each other before, and the stakes were high! What if, after all the hard work done by everyone involved, the Client didn't like the final product? We all had a lot to lose, but since the Client was Simone Biles, we decided to take a chance on each other and just go for it! And were we ever rewarded with a successful outcome! Ms. Biles loved the goats and so did the fans who received them!



ASI #40299 | SAGE #51323

## PLEASE CONTACT US

If you need a quality CUSTOM PLUSH for a solid promo project, and you're looking for a reliable direct manufacturer with decades of industry experience, who offers free product development, a hassle-free process, who takes care of everything, who guarantees speedy, reliable delivery, and unbeatable prices assuring you of sky-high profits... Look no further. We are looking forward to hearing from you!



INFO@BESTPLUSH.COM



**WWW.BESTPLUSH.COM** 



609-518-6699



NJ 08036