



Quick Facts

Product:

- Cutco Cutlery is the **#1 selling brand** of kitchen cutlery in the US
- All Cutco knives are **made in the USA** in our Factory in Olean, NY
- We sell \$250 million worth of Cutco annually
- Our office here in South Texas is currently #1 in the company from Development in Silver Cup Race 2023
- **50-60%** of families **buy**, average order size of **\$400**
- All Cutco products are backed by our **Forever Guarantee**
- Customers buy it **once**, use it **everyday**, and never have to **replace** it.

How it works:

- Target Market: 30+ years of age, Married, Working F/T
- Appointments are virtual via ZOOM or live directly with customers at home.
- **No** door to door, or cold calling
- Rep's schedule their own appointments, provides flexibility
- Start with families they know for **practice** and **experience**
- Ex. Family, Family friends, neighbors, church, sports/clubs, etc.
- Average customer **recommends 5-10** other families
 - 10 appts x 5-10 per appt. = 50 - 100+ New Customers

Pay:

- Paid Weekly either the Base Pay or Incentive Pay, **not both**
- Base Pay provides a floor, but there's no ceiling with the incentive pay

Base Pay is \$21 per appt guaranteed.

EX:

20 appts X \$21 = \$420 guaranteed for that week



Nick Smith
South Texas Division Manager
Southwest Region

10 appts X \$21 = \$210 guaranteed for that week

<u>Based on Career Sales</u>	
\$0 - 1,000	10%
\$1,000 - 3,000	15%
\$3,000 - 6,000	20%
\$6,000 - 10,000	25%
\$10,000	30%
Top Reps Sell \$10K in first 10 Days - Fast Start	\$2,000 Income

Training:

- 2-day college accredited training seminar; unpaid, but provided **free** of charge
- Corporate sponsor of DECA (high school marketing club)
- Training manuals, scripts & product samples (for live appts) provided free of charge

Perks:

- High Quality Product
- Great Pay & Positive Team Atmosphere
- Resume Experience & Skills
- Advancement opportunities