

SOR Terms

This is a suggestion to help you sell on Sale or Return successfully.

Please note that this does not remove the need for full legal terms. I am not a legal professional and this is not a legal recommendation.

I don't think SOR is right for every business, it very much depends on your products, your business set-up and who you are selling too.

If you have a question, submit your questions ahead of the next Q & A in the FB group - Let's Talk Wholesale or if you would prefer to discuss your business in more detail, have a look on the website and get in touch about working with me 1:1.

Please do not share this without my consent.

I hope this helps you in your business.

Therese x

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example

Thank you very much for your interest in becoming a stockists of (INSERT BRAND NAME).

To make sure we're all on the same page I've outlined my SOR procedure below. Please read them carefully and come back to me if you have any questions.

- #1 You select the products and send me your purchase order. Please consider our pack sizes and minimum order and carriage paid value.
- #2 I/We will review your order and reserves the right to supply you with a lower quantity if we see this fit. We will discuss this with you first.
- #3 We will send you your proforma invoice/order confirmation (depending on the payment terms you agreed).
- #4 Your order will be prepared once we received payment (if relevant)/ Your order will be prepared and shipped in (insert your normal lead time).
- #5 You sell the range, if you run out of anything you are welcome to place another order.
- #6 After 3 months but before 6 months (pre-agreed time) from the date of the invoice you are welcome to return any unsold items that are in perfect re-sellable condition, MUST not have any additional stickers or labels, at your cost.

I am unable to refund any carriage incurred or arrange collection.

Please send me a list of what you are sending back before you arrange this.

Please note that you are expected to keep trying to sell the products for a minimum of (insert agreed time). If it's not selling the way we both hope please let me know and we can try to find a solution together.