

WARDROBE SALES CONSULTANT

COMPANY NAME

Casuals Etcetera, Inc. (Etcetera)

JOB FUNCTION

Marketing and Sales

INDUSTRIES

Sales; Women's fashion

The Sales Consultant is the essential link between Etcetera and its customers. Her clients find in her a friend, a fashion counselor, and a wardrobe advisor. She actually makes shopping fun again, in week-long showings of Etcetera collections four times a year, hosted conveniently in the consultant's own home or in a nearby showroom.

Each Etcetera Sales Consultant is a flex-time independent contractor who builds a clientele from her initial list of at least 200 qualified contacts to a loyal customer base that often numbers in the hundreds. Her fame and fortune rest upon her ability to dress the women who trust her—beautifully. And her business grows as the result of energetic marketing campaigns and judicious recruitment of diverse, entrepreneurial Sales Associates.

Though Sales Consultants who join Etcetera are often gifted with leadership, management, and marketing expertise developed through prior work or volunteer careers, they strengthen industry-specific skills and learn the latest products through training with sales managers and by attending meetings held four times a year prior to each season's launch. An Etcetera Sales Consultant website also provides breaking news, training, and access to the company's extensive information and resources.

A consultant with Etcetera is part of a team of Sales Consultants, led by an Area Development Manager. The group is typically close-knit, supportive, and an unexpected source of new "best" friendships that transcend average working relationships. It's often amazing what happens when fashionistas unite!

If you are interested in learning more about this opportunity, let us know. Our appointment process involves in-depth interviews to determine whether the opportunity and the individual are a match, and approval of credit history.

We are currently appointing consultants in 16 expanding markets including: AZ, CA, CT, FL, IL, MA, MO, NJ, NY, OH, OK, PA, TX, VA, WA and Washington, D.C. However, we also welcome inquiries from women in any area of the country who feel Etcetera might be a fit for them. If you are interested in learning more about this opportunity, let us know. Many of our top Sales Consultants—some earning six-figure incomes—started very simply and directly: They made an inquiry or responded to our search in their area.

Casuals Etcetera, Inc. (ETCETERA) is based in New York City, with representatives showing collections in 633 cities and upscale suburbs nationwide. In 2007, *Money Magazine* ranked Casuals Etcetera as one of the top 20 companies to work for if looking for a high-end job with flexible hours.

Price ranges: tops \$95-\$195, jackets/coats for \$275-\$425, pants/skirts for \$170-\$250, with suede and leather pieces \$295 and up.

For more information about ETCETERA, or to inquire about a possible role with our expanding team, please visit www.etcetera.com and contact Edie Dance at (850) 484-8120 or edance@etcnyc.com