

# Contract for SNAZAROO lectures...

SNAZAROO USA Inc. will provide a lecture for \_\_\_\_\_ (the name of your organization) in the city of \_\_\_\_\_ to be held on the date of \_\_\_\_\_ during the hours of \_\_\_\_\_. The primary contact for this event is \_\_\_\_\_ with phone number \_\_\_\_\_ and e-mail address of \_\_\_\_\_. The location of the lecture will be at \_\_\_\_\_. Credit card is required for potential charges if you fail to have at least 20 adults, interested in learning how to face paint. Credit card \_\_\_\_\_ name on card \_\_\_\_\_, expiration \_\_\_\_\_ security code \_\_\_\_\_.

## SELECT A or B...

A \_\_\_\_\_ This lecture will be open to the public and posted to [www.snazaroo.us/hold/classes.htm](http://www.snazaroo.us/hold/classes.htm) and/or other web sites or

B \_\_\_\_\_ This lecture will be a private event, not open to the public. SNAZAROO desires, when possible, that classes be open to the public. Public events provide a more logical avenue for SNAZAROO to cover the cost of travel to these events. You have agreed to pay upfront \$300 or the cost of airfare (whichever is higher) which is nonrefundable. If you are not currently using SNAZAROO products then other conditions apply which may include either you agreeing to the full travel costs for your event or a minimum purchase of \$1500 (at wholesale) of SNAZAROO products. All other conditions, listed below, also apply to private classes. If you are expected to pay all travel costs for a private class, you will be notified in writing and you will be required to respond, in writing, you agree to the travel costs. The \$300 applies even if we drive to your event.

There has been given a deposit of \$ 300 in order to reserve this date on the lecture calendar. Once received and the airfare to this event has been purchased, you may not change or cancel the event for any reason and receive in return your deposit. This date will not be reserved until the contract is signed and submitted and the deposit is received. The plane ticket is GENERALLY booked 21 days in advance (or more) to get low airfare rates. If the airfare portion of the ticket exceeds \$500, the host/hostess agrees to pay the documented variance if it exceeds the \$500 budget for airfare. *Our desire is to post public classes to [www.snazaroo.us/hold/classes.htm](http://www.snazaroo.us/hold/classes.htm)*. If the airfare is going to exceed the budget the host/hostess is advised PRIOR to booking and they may opt to cancel the lecture. The general guidelines for a SNAZAROO lecture can be found at <http://www.snazaroo.us/lecture.htm> and this URL helps you understand the possibilities for your event. This contract and not the guidelines at this link, are legally binding. Specific questions or concerns regarding your event should be addressed directly to Gary Cole at [garycole@mindspring.com](mailto:garycole@mindspring.com). As soon as the signed contract and deposit is received, the date will be held and reserved. We DO NOT hold the date until BOTH are received. You will be notified your date was approved in writing. From that point, you may select the desired format for your particular lecture. In other words, within reason, you can select the topic(s) to be taught, the length for each topic etc. On the guidelines page, there are many suggested guidelines for the classes to be offered, their length of time. Customized classes can be discussed specific to your groups needs. The closer you tie the classes to your needs, the greater the results will be for your organization. You need to firm up all classes a month before the event. Since we travel at our expense, some flexibility must be there in order for us to meet flight schedule or other travel arrangements. Actual classes should be firm up four to six weeks in advance. For public events, SNAZAROO will travel to your location, at their expense, and teach these classes at no expense to your group within reason. For private classes there is a minimum charge of \$300. If you have hands-on teaching then you are responsible for the materials for that portion of the class. Hands-on classes will substantially slow down the pace of learning. We suggest lecture format over a hands-on format. Classes in remote locations like Alaska, Hawaii or the like most likely will exceed pricing parameters and are not available on a fully free basis. Check with Gary to ensure your location meets the logical pricing parameters.

You have agreed to have a MINIMUM of twenty five adults to be there for the duration the class is taught, interested in learning how to face paint. The minimum twenty-five people must be of the age 18 or above, actually interested in learning more about face painting and the count of 25 (on average) must remain in the class for the length of the course OR YOU FORFEIT YOUR DEPOSIT. We make a head count of adults at 15 minutes into the lecture, at the midpoint and at the end of the lecture. The host/hostess of the event has the obligation to get the required count for the lecture period or forfeit the deposit. Weather or other "hardship conditions" do not negate the minimums. WE STRONGLY DISCOURAGE offering meals, alcohol or payment of any kind as enticement for individuals to come just to meet the count. Children or teens that attend or are painted as part of the demonstration do not count toward the minimum number of attendees. You are responsible to have models, preferably children, to be painted during the lecture. On the date of the event, if there are not twenty-five people present for the length of the class (as defined), then your organization would forfeit the full amount of the deposit. The deposit would be applied to the travel costs. If the organization or the primary contact reschedules the event, after an airline ticket is purchased, any addition "change fees" (for example to change an airline ticket) will be at the expense of the organization. All bookings or reserved dates are based on a first come, first served basis. Should a conflict occur, that is beyond the control of SNAZAROO, the limit of SNAZAROO's liability is the return of the deposit. We desire that these lectures be open to the public to increase attendance. A credit card or check must also be on file for the following... If there are less than 20 adults present the host/hostess agrees they will pay \$100 (in addition to losing your deposit) to SNAZAROO to help cover travel costs. If there are less than 15 then this fee is increased to \$200. In other words, the host/hostess understands that Snazaroo is hoping to cover the travel costs by sales at the event. When the host/hostess fails to fill the class, then these fees help Snazaroo to justify the travel expenses. Bottom line is, as an example, if there are only 14 adults present in the class then they forfeit their \$300 deposit PLUS their deposit check will be cashed OR the additional \$200 is automatically charged to the credit card on file. By signing this contract, the host/hostess agrees to the stated potential ADDITIONAL charges for low adult counts.

Your group agrees to allow SNAZAROO or the agent of its choice to come and sell SNAZAROO products. The host or group sponsoring the lecture must be approved as a vendor if they wish to sell product. SNAZAROO gets to decide who will be the seller of products as lectures. There might be a minimum purchase requirement for SNAZAROO vendors. No other brand of product may be sold at this event (ask for exceptions such as clown conferences). For public events we will post this event to the classes page at <http://www.snazaroo.us/hold/classes.htm> and invite others to attend. You may charge a minimal at-the-door fee for those not associated with your group to help pay your class room overhead. A suggested amount is not to exceed \$10 to \$15. If you are expecting more than fifty people you may opt to not allow others to attend. All expenses, in regards to the securing of a location, furnishing, etc. are to be at the expense of the host organization and not SNAZAROO. All responsibilities in this regard are free from constraints to SNAZAROO. Gary Cole and SNAZAROO are held harmless from any legal action from the event. We suggest you secure a location that will hold the expected number of attendees. We suggest you provide a high chair for face painting so the group can see the actual face painting. It is expected that attendees from the event will allow their faces to be painted in the demonstrations. It is suggested that your location have comfortable seating, climate control, adequate lighting etc. This is your event and not SNAZAROO's. You assume any liability should an accident occur. For example, should an individual trip over a chair at the event, SNAZAROO would not be liable. Photos are allowed but no recordings of any type are allowed without the signed approval of Gary Cole at SNAZAROO. There is no requirement for purchase for those that attend the lecture. If it is a hands-on class then all participants MUST BE USING SNAZAROO products. If you purchase your face paints products from CoArt and you are a reseller or if your workers use primarily a competitor's product then special rules apply as your deposit would not be refunded. After your event you are required to request a refund of your deposit. You must tell us to whom the check should be made out to and where it should be mailed. Refund requests should be made my mail or e-mail within 120 days of the event. After this, your deposit is forfeited. Any variations to this contract must be given in writing and signed by SNAZAROO. New vendors must make a minimum purchase prior to the event.

I agree to all of the above. I recognize that I will forfeit my \$300 deposit if I fail to meet the count of 25 adults as explained above and additional potential charges will be automatically charged to my credit card on file if I fail below 20 or below 15 in attendance as explained. Those present my comply with a good faith real interest in learning how to face paint and I sign this document as an authorized representative of the group.

signed \_\_\_\_\_ print name \_\_\_\_\_  
print organization's name \_\_\_\_\_ print your full address \_\_\_\_\_  
phone if other than above \_\_\_\_\_ cell phone for the day of the event \_\_\_\_\_ e-mail if other than above \_\_\_\_\_  
No one other than Gary Cole can make any changes to this contract or scheduled lectures. Any changes will be clearly documented.

You will receive an email conformation if your contract and deposit has been received. You will receive a written confirmation that your date and time has been accepted.

**READ PAGE TWO AS IT REITERATES KEY POINTS THAT ARE IMPORTANT IN REGARD TO YOUR OBLIGATION !!!!!**

## Lecture, page 2, READ as this is important!

It is important that you understand YOUR OBLIGATION in regard to this contract. In this industry it is unheard of that a company like SNAZAROO would send out a company representative at their expense to come and teach a FREE class in your part of the country. Our competitors charge \$100 to \$300 per person for this service. Most also require you to pay 100% of the travel costs. For us, we see it as good marketing. We know if we give you proper training you will be face painting much quicker and most likely you will be a loyal SNAZAROO customer from now on. We want to get your skills up and going as fast as possible. Our lecturer keeps it simple, basic and step-by-step. Other artists that teach often have an agenda and that is for you to see how good of a face painter they are. In our case, we are more interested in giving you the skills to be a face painter as fast as possible. We have trained at major amusement parks all over North America, at face painting conferences around the world and at venues of all types. The emphasis is getting you to the next level in your face painting. No one, in the world, has taught more beginner face painters than Gary Cole. The theory here, which is backed by statistics, is if you actually have a minimum of twenty-five adults there that are interested in learning how to face paint. We then will sell enough product in order to justify the travel expenses. Statistics prove this. Traveling to such an event costs, on average, about \$750 when you consider airfare, one night stay in a hotel, a rental car etc. and this does not count the two days we lost in coming to do your event. IF THIS IS A PRIVATE EVENT THEN THE TRAVEL COSTS NEED TO BE COST JUSTIFIED. If you want any future opportunities like this then you have to do your part. IT IS 100% YOUR OBLIGATION to get the minimum of 25 adults in good faith. We do not want you to bring in people not interested just to reach your count of 25. That is counterproductive. We do a head count at the start of the event, at the midpoint and at the end. YOU SHOULD HAVE the full count for the full period. People do not have to stay the whole time but your average as people come and go should be the 25. If you have less than 25 adults there then you will forfeit your full deposit. There are no exceptions. Your forfeited deposit will be applied to travel expenses. In the contract you signed, you are also giving a commitment to pay an additional \$100 on top of your lost deposit if the count is less than 20 people. You have agreed to pay an additional \$200 if there are less than 15 people. This is automatically charged to your credit card on file and you agree to this. You might ask why? The bottom line is we hope to be able to sell \$XX amount per person that shows up. If you fail to do your part, then we have no one to sell to and our chances of covering our costs are less. Again, if you want free classes you have to do your part in good faith so we can hope to recover our travel expenses. If we cannot meet the travel expenses we no longer can offer FREE classes. There is no minimum required purchase for public events but we know if the people are there then we will cover our travel costs. **MAKE SURE YOU UNDERSTAND THE TERMS OF THIS AGREEMENT YOU JUST SIGNED! Let us know if you have any questions.** If you have any questions, send them to [garycole@mindspring.com](mailto:garycole@mindspring.com) NOONE OTHER THAN GARY COLE CAN MAKE AGREEMENTS OR CHANGES TO THE SNAZAROO LECTURE.

If you need help in getting your count of 25 then here are a few suggestions... 1) Make sure your class is posted at [www.snazaroo.us/hold/classes.htm](http://www.snazaroo.us/hold/classes.htm) as soon as possible. 2) Look at the yellow pages in your area for a professional clown. Call them up. Clowns tend to be organized into local groups called "Clown Alleys". Ask them for the local president and call them. Tell them SNAZAROO will be in the area teaching free classes and if they know of our classes they often can fill your class. 3) Contact the PTA and those at church groups that handle children's activities. They are always seeking help for their face painting booth. This is the perfect opportunity to get them trained. 4) Call the local amusement parks, zoos and the like and tell them of the class as they will send staff. 5) Post the class around town in libraries, YMCA's, community centers, churchs, childcare centers and the like. Print up a letter size sign (we can even send you the artwork) with the date, time and location for the class. The bottom line is you have to do your part to actually get 25 adults there for the full length of the event that are interested in learning how to face paint. PLEASE do your part and fill the class as discussed. 6) Make sure your class is posted to [www.snazaroo.us/hold/classes.htm](http://www.snazaroo.us/hold/classes.htm) as soon as possible.