

2020 IAW Sales Booth Information

The following is information for members of clubs participating in IAW wanting to sell their work at the 2020 Artistry in Wood show.

In the past, we have discouraged the sale of entries in the judged competition. This year we are excited to again offer artists an opportunity to sell, and to provide the public an opportunity to purchase, a wide variety of wood and gourd art through a sales booth at the show.

We do ask that you be considerate of how many pieces you submit, or more importantly, how much space your item/s will take in the store. We would like as many different artists as possible to participate so we have a great variety to offer attendees. It is difficult to plan show space not knowing how many pieces to expect. We will do everything possible to display at least one piece from each artist submitting work to sell. It will be the sales booth coordinator's discretion which pieces will be displayed; and if we have lots of artists participating (which we hope will happen), we may only be able to display one or two pieces from each artist. Pre-registering will be a huge help in our planning of space requirements and display options.

Each piece you bring to sell must have a price tag attached. The price tag must include your sale price and your name. Each piece needs to be listed on the Store Inventory-Registration form. While pre-registration is not required, pre-registering your pieces will help us in planning the store setup. Please mail the Sales Inventory-Registration form as indicated below. There is no "registration fee", but 10% of all sales will be retained for support of IAW. We will add 6% state sales tax to your sale price and collect that amount at the time of sale. Your proceeds will include your sale price, plus the 6% we collect for you, less 10% for IAW. **You will be responsible for reporting and paying sales tax to the State.** If the customer wants to pay with a credit card, we will accept those, adding a 3% convenience fee which we will keep to cover credit card processing fees.

If you have a seller's permit, attach a copy when you mail your item registration. If you don't pre-register, you must bring a copy with your items. If you don't have a seller's permit, temporary seller's permits will be available for you to complete when you bring your items to the store.

You are welcome to put business cards by your work and bring small placards to set by your pieces that might list your name, kind of wood, price, or special details about your work. If you have display stands for your items, those will be greatly appreciated; i.e.: pen stands, ornament hangers, plate stands, etc. Be sure your name is on your display stand.

Please bring your items to IAW-JUMP Friday, March 20th, from noon – 6:00 p.m. You **MUST** pick up remaining items at the close of the show. We will be closing the sales booth one hour before the close of the show so you can pick up your items at the sales booth before collecting your entered pieces. Any unclaimed items will be returned to the respective club presidents at the end of the show. Every effort will be made to have sale proceeds available at the end of the show. However, if we are really busy, it will be more important to have the accounting accurate than to disburse proceeds immediately. If proceeds aren't ready by the end of the show, they will be mailed no later than March 27.

Please mail a copy of your sales inventory-registration list and Seller's Permit (if you have one) **NO LATER THAN March 10th** to

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