



Dealer Program

Thank you for your interest in becoming a dealer of outdoor structures by Homestead Structures, Creative Gazebos, and Heritage Sheds & Garages. Together, our goal is to provide you with stellar products and service above and beyond other manufacturers. We're not just here to build structures, but to truly partner with dealers like you and grow together in business and profits.

We've built a reputation for quality service throughout the years and learned a LOT about how to get people to buy backyard structures – and in this dealer program, we will share that knowledge with you to help your sales thrive and provide your customers with the best buying experience in the industry.

We understand that each business is unique in size, culture, and goals, so we've developed several tiers to our Dealer Program to help you find the right fit. The rest of this document will outline what it means to be an Oasis Group dealer, how you benefit, and the different program levels.

Our dealers receive access to our sales and marketing support and incentives, including:

- Generous wholesale pricing.
- Free Dealer Startup Kit with your first display purchase, which includes a sample board, product brochures, and digital collateral for your website.
- Monthly email updates and invitations to annual meetings where the focus is providing additional support and education in selling our products and growing your business.

Tax exemption form and a credit application will need to be completed to start the application process. If a dealer's credit doesn't fit our standards, prepayment will be required or a dealer may be denied.

Again, thank you for your interest in selling our structures. Please review the following dealer programs and contact Kevin@creativegazebos.com with any questions you may have. We look forward to working with you and serving your needs as an Oasis Group dealer!

*Please sign and date to confirm that you have read and understood the Dealer Program requirements and benefits outlined within. **Email this signature page back to Kevin@creativegazebos.com.***

Company Name: _____

Signature: _____ Date: _____

Contact the Right Brand for Your Order

Oasis Group

Dealer Program Form Submissions, Information, Inquiries

Contact: Kevin@creativegazebos.com

Phone #: 717.254.2045

Homestead Structures

Avalon DIY Kits and Timber Frame Pavilions

Contact: Melvin@homesteadstructures.com

Phone #: 717.354.6517

Creative Gazebos

Pavilions, Pergolas, and Gazebos

Contact: Kevin@creativegazebos.com

Phone #: 717.254.2045

Heritage Sheds & Garages

Sheds, Pool Sheds, Garages, Horse Barns, and Green Houses

Contact: Dalton [@heritagesheds.net](mailto:Dalton@heritagesheds.net)

Phone #: 717.556.0266

Pine Haven Cottages

Park Model Cottages

Contact: Ty@pinehavencottages.com

Phone #: 717.388.8464

Dealer Program A: Preferred

Requirements:

- Must complete credit application and dealer form and provide lease/ownership documents of Business.
- Provide sales results for previous year and projected sales estimates for the coming year.
- Must hit \$300k in combined purchases per year (Homestead Structures, Heritage Sheds & Garages, and Creative Gazebos).
- Brick and Mortar Dealers with lots must place stock orders of \$100k prior to Nov. 1st to be delivered as built in the 1st Quarter of the following year. (This will count towards the \$300k combined.)
- Payments made consistently within terms. (No outstanding balance may remain after 30 days from receipt of invoice unless approved by the manufacturer.)
 - Extended and other payment terms for lot displays must be discussed and put in writing.
- Showcase the Homestead Structures, Creative Gazebos, Heritage Sheds & Garages brand and marketing materials on lot. All structures must have Homestead Structures, Creative Gazebos, or Heritage Sheds & Garages plaques installed to be eligible for warranty. We highly encourage dealers to co-brand with their own plaques as well, which can be installed in our shops.
- Utilize the design/rendering service by Oasis Group for products with customization.
- Have a representative attend the annual dealer day at the Homestead Structures location.
- Have an up-to-date website to display product photos.

Benefits:

- **Receive 4% discount if paid within 10 days from products purchased from Homestead Structures.**
- **Receive 7% discount on all material purchased if paid within 10 days from date of invoice from Creative Gazebos.**
 - **Excludes custom projects and structures 21' and wider**
- **Receive 4% discount if paid within 10 days from products invoiced from Heritage Sheds & Garages.**
- **Get preferred lead times up to 2 weeks sooner than those in the Standard Dealer Program.**
- **Have access to wholesale support from all manufacturers (Homestead Structures, Creative Gazebos, and Heritage Sheds & Garages).**
- **Dealer Startup Kits (including sample board and catalogs) and additional marketing collateral including project lookbooks and sample boxes.**
- **Spotlight on blog and/or social media as a partner.**

Dealer Program B: Standard

Requirements:

- Must complete credit application and dealer form.
- Provide sales results for previous year and projected sales estimates for the coming year.
- Must hit \$100K in purchases per year with Creative Gazebos or Homestead Structures or Heritage Sheds & Garages products (as demonstrated by past year and excluding displays).
- Brick and mortar dealers must display a minimum of \$50K in Creative Gazebos or Homestead Structures product units on lot and update displays at least annually.
- Payments made consistently within terms. (No outstanding balance may remain after 30 days from receipt of invoice unless approved by the manufacturer.)
 - Extended and other payment terms for lot displays must be discussed and put in writing.
- Showcase the Creative Gazebos or Homestead Structures and marketing materials on lot. All structures have Homestead Structures or Creative Gazebos plaque installed to be eligible for warranty. We highly encourage dealers to co-brand with their own plaques as well, which can be installed in our shop.
- Attend an annual meeting at Homestead's location.
- Have an up-to-date website to display product photos.

Benefits:

- 2% discount if paid within 10 days.
- Free Dealer Startup Kit (with sample box and brochures).
- Access to Creative Gazebos dealer portal.
- Samples to be sent out by the manufacturer.

Contractor Program

Our contractor program offers discounts to partners selling under \$100K annually, in addition to pool contractors, landscapers, builders, architects, and general contractors.

Requirements:

- Payments made consistently within terms. Standard terms apply as follows:
 - 10% due at signing (covers drawings, seals if necessary, permitting, etc).
 - 50% due once design is finalized to order materials, schedule the production and delivery, etc.
 - 30% due when the structure or kit is ready to ship.
 - Final 10% due upon completion of job.

Benefits:

- Up to 15% discount on retail structures, will be offered dealer acceptance after \$100K in purchases within a 12 month period.
- Free Contractor Startup Kit may be requested with first order.

Oasis Group MSP

The following details the Manufacturer's Minimum Sales Price that Oasis Group dealers are expected to honor. This program is designed to enable healthy profits without the fear of being undercut by other dealers or retail business within the Oasis Group family of brands.

Calculating All Material Minimum Sales Price

The MSP for all materials will be set at 40% over wholesale costs.

Calculating Installation MSP

Installation services provided by one of our manufacturers will be calculated by adding up the total wholesale cost of all the material and multiplying by the applicable zone rate and structure type outlined on the price sheets.

Calculating the Drawings, Freight, and Delivery MSP

It is suggested that you provide your customers with the same wholesale pricing that we provide you as the dealer for these items.

- Any discounts provided to you as a dealer will be applied to the invoices at the completion of the project.
- Oasis Group does NOT offer territory protection, and dealer status is subject to annual review.