



株式会社The English Company

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www.theenglishcompany.jp

Introducing our Favoured Teacher Programme

In the EFL publishing business, most people in the chain from creator to end user benefit financially in some way. Authors and others involved in textbook production are, of course, rewarded for their contribution. Students in schools, colleges and universities are usually given a discount. Educational institutions, wholesalers and retailers receive discounts, too. The only people who do not receive any compensation for contributing to the textbook publishing industry are the teachers – the very people responsible for assessing the suitability of titles and selecting the textbooks.

Our Favoured Teacher Programme is our way of thanking teachers for their loyalty and support in choosing our products for their classes. Our favoured teachers get more than just a cheap ballpoint pen or a canvas bag. We offer you or your nominated charity, five percent of the value* of orders for our products that you select for your classes. For our biggest supporters, we offer an even larger percentage. [*See the terms and conditions section below for full details on how this amount is calculated and paid.] To our knowledge, no other publisher rewards teachers in this way.

Membership of our Favoured Teacher Programme is by approval at our sole discretion only. To become a member of the programme, there are a number of minimum requirements:

1. You need to select our products for your classes at least once every two years.
2. You need to order the minimum value requirement.
3. You need to give us your full name, address and bank details for making payments to you.
4. You need to complete the Favoured Teacher Application form and to read and agree to be bound by the terms and conditions of the Favoured Teacher Programme.

Our products are always discounted according to the quantity ordered. In addition, we also offer a special discount to educational institutions or the companies that order on their behalf. Therefore, product prices (and the amount of commission you receive) will vary from order to order. The chart (below) shows some examples of how much our favoured teachers will receive.

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Institution	Product	Full Retail Price	Net Quantity Sold	Actual Price to School	Amount Paid to Teacher
A	<i>Speaking Book 1</i>	¥ 3,500	100	¥ 2,571	¥ 12,855
B	<i>Speaking Book 1</i>	¥ 3,500	25	¥ 2,850	¥ 3,563
A	<i>Writing Book 1</i>	¥ 2,500	40	¥ 1,933	¥ 3,866
B	<i>Writing Book 1</i>	¥ 2,500	75	¥ 1,836	¥ 6,885
				Sub Total	¥27,169*
				Actual Payment	¥ 24,242

* The money is taxable, so income tax will also be deducted at a rate of 10%. The cost of transferring this amount to the teacher's account will be ¥210. (If the amount is ¥30,000 or more the cost would be ¥315.) This charge will be deducted from the total amount payable.

Find Out More – See *Terms and Conditions of the Favoured Teacher Programme*, available from the web site at the link on the same page as this document.

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