



# NAME Sales Room Dealer Application Instructions

## Deadline: October 1, 2021



NAME invites you to apply to be a Dealer at their National Convention or Regional Houseparty. To be considered, you must be a current NAME member. If you are interested, please complete the following application, and send it, along with the requested enclosures, to the NAME Office at the address below.

Please note the following important information:

1. Application deadlines are posted in the Miniature Gazette and on the NAME website: [www.miniatures.org](http://www.miniatures.org). Accurate and timely applications (that conform to the rules) are vital to the decision-making process.
2. A separate application must be sent for each Convention/Houseparty. You may indicate the event for which you are applying on **either** line 1 **or** 2 on the application form – not both.
3. *Photographs or computer-generated pictures*: remember, this is the time to really represent your product at its best, so make it count! Be sure your pictures are sharp and show your work clearly. All photos should be on a single page. Some members of the selection committee may not be familiar with your work. Product close-ups illustrating your range of items and table display are good choices.
4. The NAME logo is trademarked and, as such, may not be used in any products without prior **written** approval by the NAME Board of directors. Use of other corporate logos is subject to their restrictions.
5. A committee including 5 voting members for a Convention (3 voting members for a Houseparty) will discuss and consider each application carefully. Selection criteria include quality of merchandise, variety, scale and to some degree other involvement in the Convention/Houseparty. The committee strives to build a well-balanced sales room that will be appealing to our registrants and successful for our dealer.
6. If you are selected as a Dealer at the Convention/Houseparty, you will be sent VIP Registration forms with your acceptance letter. Unless you are a Business Member, you are required to register to attend the Convention or Houseparty to be a dealer in our sales room.
7. Upon acceptance, you will receive an Agreement. By returning the completed agreement along with the table fee (which varies based on the amount charged for registration; usually around \$250), you agree to abide by the NAME Code of Ethics. Return or email the contract to the NAME Office by the deadline indicated in your acceptance letter to avoid cancellation of your acceptance as a dealer. \*Extra tables require an additional fee equivalent to the price for a single table. Additional tables are not discounted.

Please **email** the application, and pictures to [kim@miniatures.org](mailto:kim@miniatures.org). There is no fee to apply **electronically**. Your application and picture page will be uploaded to a secure cloud location for the selection committee to review.

If you choose to **mail** your application and pictures, please include a \$5 processing fee. You may either send a check or money order to the address below or pay via PayPal to: [name@miniatures.org](mailto:name@miniatures.org). Be sure to include description of payment with check or PayPal. Your application and picture page will be scanned and uploaded to the cloud for the selection committee to review.



For PayPal payment: send to [name@miniatures.org](mailto:name@miniatures.org) with a memo of "Dealer Application."

Signature \_\_\_\_\_

**NAME Applications**  
**PO Box 69**  
**Carmel IN 46082-0069**



# NAME Dealer Application

Deadline: October 1, 2021



1. I am applying for (year) 2022 **National Convention**. Location Indianapolis, IN

2. I am applying for (year) \_\_\_\_\_ **Regional Houseparty**. Location \_\_\_\_\_

3. I am a Business Member, applying as a dealer but not registering for the Convention. Yes \_\_\_\_ No \_\_\_\_

Business Name \_\_\_\_\_

Dealer's Name(s) \_\_\_\_\_

Address \_\_\_\_\_

City/State/Zip \_\_\_\_\_

Telephone \_\_\_\_\_ Email \_\_\_\_\_

Web Site \_\_\_\_\_

The above information will be included in the program listing.

The helper will be

I will have ONE sales room helper: Name \_\_\_\_\_ registered to attend: Yes \_\_\_\_ No \_\_\_\_

**IF SALES ROOM SIZE PERMITS : I REALLY, REALLY NEED 2 Tables \_\_\_\_ I would LIKE 2 Tables \_\_\_\_**

3. I have been a dealer at a National Convention: Yes \_\_\_\_ No \_\_\_\_ Last Date \_\_\_\_\_

4. I have been a dealer at a Regional Houseparty: Yes \_\_\_\_ No \_\_\_\_ Last Date \_\_\_\_\_

5. How many shows have you done in the past 12 months? \_\_\_\_\_ Please list the names below:

\_\_\_\_\_

6. If you carry other artist's work, please specify their names below:

\_\_\_\_\_

7. What scales do you handle? (**indicate by percentage**) 1" \_\_\_\_\_ 1/2" \_\_\_\_\_ 1/4" \_\_\_\_\_ Micro \_\_\_\_\_

8. Please indicate the products you will bring. Please **indicate by percentage**:

Furniture \_\_\_\_\_ Lighting/Electrical \_\_\_\_\_ Porcelain/Glassware/Ceramic \_\_\_\_\_

Fine Art \_\_\_\_\_ Flowers/Plants \_\_\_\_\_ General Merchandise \_\_\_\_\_

Dolls \_\_\_\_\_ Accessories \_\_\_\_\_ Houses/Structures \_\_\_\_\_

Food \_\_\_\_\_ Gold/Silver \_\_\_\_\_ Supplies \_\_\_\_\_

Other (specify, including percentage) \_\_\_\_\_

9. Price range of your merchandise \$ \_\_\_\_\_ to \$ \_\_\_\_\_

10. Write a brief synopsis (75 words or less) of your product and specialty. This is your opportunity to "sell" your product. This may also be included in the program. (Please print clearly.)

\_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_

Signature: \_\_\_\_\_ Date: \_\_\_\_\_

By typing my name above I acknowledge this is the same as signing this document.

**Application deadlines are posted in the Gazette and on the NAME website: [www.miniatures.org](http://www.miniatures.org)**

Dealer Application Form Revised May 2021