



Focus on Success with School Annual by Jostens

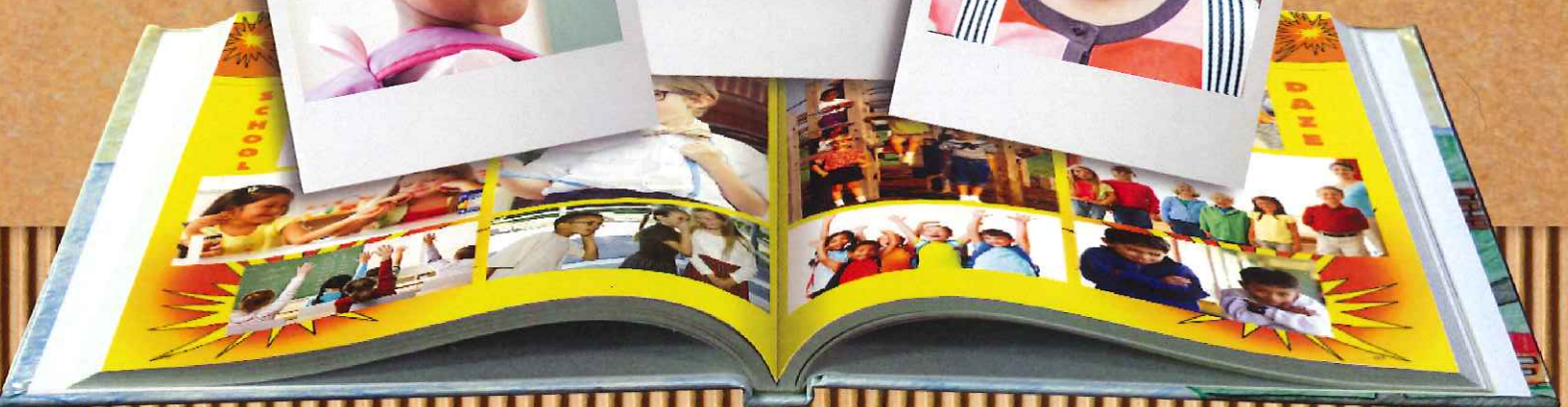
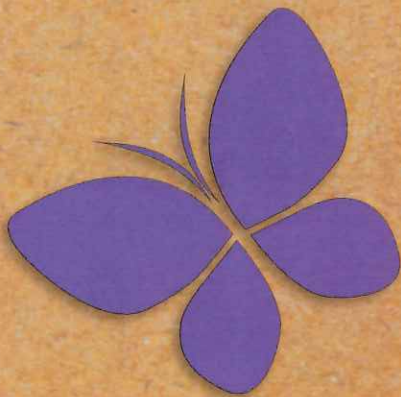
Make more money and give your clients
something to smile about



SCHOOL ANNUAL

Jostens

1-800-436-6030 | schoolannual.com



School Annual by Jostens is Your Perfect Partner!

Today you need a partner that gives you the options you need to sell yearbook programs and the support to complete them easily.

Never work alone

You'll always have a dedicated representative with the knowledge and expertise to answer questions or solve problems on the spot! They'll always be just a phone call or email away!

Work with us YOUR way

We can work directly with your school or in the background, allowing you all of the client contact. Either way, you get the support you need, at no cost, including all the catalogs, brochures and sample yearbooks to sell a yearbook program and a complete Yearbook Kit for your school to easily complete and sell their yearbooks.

We KNOW the elementary and middle school yearbook business!

We provide value by staying ahead of trends, while delivering the service and quality you expect. We've produced millions of books for thousands of schools, making students happy and keeping parents informed.

2 Ways to Earn and Work—You Decide!

- 1. Commission Program** Refer your school to us, give them their portrait CD, and collect a check! It's that easy! School Annual by Jostens handles all customer support and billing so you have no up-front costs, all billing goes to the end-customer, and our representatives work directly with the school.

Annual Completed Sales

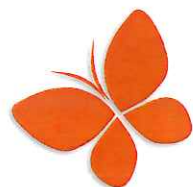
\$0 - 24,999	15% = \$0 - 3,750
\$25,000 - 99,999	20% = \$5,000 - 20,000
\$100,000 and up	25% = \$25,000+

Commission/Income Range



- 2. NET Program** Give your schools a seamless solution that compliments your photography services! You control the end school yearbook pricing, client servicing, invoicing and all contact with your customer. We provide you with the sales materials, kit and creation process to support your studio throughout the process.

Note: School Annual by Jostens is supported by Jostens, the largest yearbook company in the industry. Give us a call and we'll provide you with the resources you need to make your school yearbook great!



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Our Program is Easy to Use and Convenient!

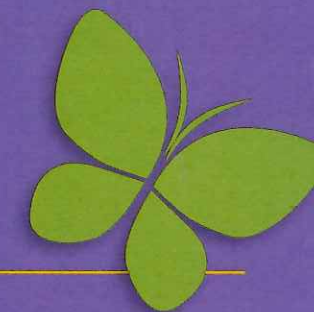
Whether you choose to work online or scrapbook your way to a great yearbook, the support you need is just a phone call or email away.

For All of Our Customers

Clip art Over 4,000 total pieces to choose from.

Covers 40+ new covers OR create your own!

Enhancements We have what you need to make your yearbook special!



For Online Customers

Quick Creator™ 50 designs to choose from OR create your own!

Work anytime, anywhere Your school can work on their yearbook from any computer and submit it for printing with the click of a mouse!

ReplayIt® Increase your options for great yearbook photos! Allows parents and teachers to upload photos they've taken at school events for you to select from when creating your yearbook.

Coverage Report Track how many times students appear in your book to make sure every student is represented.

Online Instruction Manual Guides you step-by-step to a completed book.

Keep your account ACTIVE Don't repeat work—use last year's book as your template. Ask your rep for details on this service.



For Scrapbook Customers

Our FREE kit includes all the materials you need to "scrapbook" your way to a completed yearbook; from layout boards and glue to all of the envelopes needed to submit your layouts and photos.

Publishing Software

You can design your yearbook using the software you're already familiar with—programs like Microsoft Publisher, Adobe InDesign and QuarkExpress are all approved. If you have another program you'd like to use, call your Yearbook Specialist to verify usage. Use your preferred program to create your book, send us your completed yearbook on CD, and we'll publish it for you!

Why Work with School Annual by Jostens?

FACT

School Annual has a 99.9% on-time delivery record.

FACT

25% of our customers missed their deadline, but we still found a way to meet their delivery date.

FACT

98% of customers would refer us to a friend or colleague.

FACT

94% of our customers say that School Annual by Jostens far exceeded their expectations.

FACT

Placing student photos takes less than 5 seconds per page with our online auto-flow feature.

FACT

We are the first to offer professional template-based yearbooks with our Quick Creator™ program.

Our Promise to You



We promise to save you money. We do this by working smarter and harder to find the most effective solutions possible, and you'll have no surprise changes on your final bill.

We promise to give you great service. You'll work with real people who really care. They have the knowledge, expertise and authority to answer your questions and solve your problems—on the spot.

We promise to make life easier. We know you are busy and your time is valuable. Our goal is to make your experience with School Annual as pleasant and stress-free as possible.



"That is what keeps you, our valued partners, working with us year after year."

Todd Judd, Yearbook Specialist



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