GATEWAY TO BESPOKE
CREATE YOUR OWN TAILORING BUSINESS
A SUIT THAT FITS
HAND TAILORED
GUARANTEE PERFECT FIT
MEASURE
STYLE, SERVICE AND A PERFECT FIT!

It isn’t until you have had a suit made to measure that you realise just how good it feels to wear something that has been tailored just for you!

“A Suit That Fits” combines quality and style with a price which not only threatens the designer labels but starts to question why you would even bother to go off-the-peg when you can have a suit tailored just for you from around £500.

The Fit Experts were warm, welcoming and knowledgeable. They put you at your ease and help you enjoy the whole experience of choosing every aspect of your suit from cloth, to pocket style to lining and more. I say experience because that’s just what it was - a great experience.

One thing worthy of comment - when I say ‘Fit Experts’ don’t envisage a fancy title supported by a few hours of training. These guys have clearly spent years in the tailoring industry, they can see what will look good on you and help you choose accordingly.

Whilst you should be prepared that some minor adjustments will be necessary when the suit is first made (they were quite clear on this at the time of the order) after they have your measurements it is simply a case of choosing the fabrics and away you go (just don’t put on any weight before you buy your next suit!!).

The finished articles are high quality and with care should last many years.

This was my first visit to A Suit That Fits but it certainly won’t be my last. An innovative and well thought out business model which has massive opportunities in the future - Well done!!

⭐⭐⭐⭐⭐
A SUIT THAT FITS BRINGS YOU A 2-WEEK COURSE THAT WILL GIVE YOU:

SKILLS TO START YOUR BUSINESS WITHIN THE FASHION INDUSTRY
LIFESTYLE FLEXIBILITY - WITH YOUR TIME AND EARNINGS.
OPPORTUNITY TO WORK ALONGSIDE THE UK’S PREFERRED TAILORING COMPANY
THE CHANCE TO MEET LIKE-MINDED PEOPLE AND GROW YOUR NETWORK

CALL 0203 5883743 NOW TO BOOK TO SECURE YOUR PLACE.
COURSE OUTLINE

WEEK ONE

INTRODUCTION AND FUTURE
History and Future of tailoring
- including market size, possibilities, and future growth

TAILORING BASICS
Introduction to Fabrics
Body Shapes and Style
Fitting Basics - Standard Fittings

CUSTOMER SERVICES
Recognising Body Shape Profiles
Taking Measurements
Conducting Initial Appointments
Good Communication Practise for customers

GETTING TO KNOW THE SYSTEMS
Designing Garments
Entering Measurements
Dealing with alterations and fittings
Processing Orders

WEEK TWO

BUSINESS GENERATION
Online Marketing - Including Social
Generating Telephone Sales
The importance of repeat sales and referrals
Networking
Upselling and Cross selling

ADVANCED MODULES
Time Management and Organisation
Fitting Advanced - Fit Issues
Compliant handling

BUSINESS PLANNING
Creating Basic Business Plan
Create Execution steps

PRACTICAL WORK
In Studio Appointment Shadowing

EVALUATION
Hi I’m Brett, from South Africa, I work out of the London City Studio.

I’ve a great knowledge of menswear, styling and technical functionality of garments, thanks to a fashion design and pattern cutting background and training at some of the most famous fashion colleges in the world.

I love designing an array of different styles and believe that every piece of tailoring should be a master piece, whether its work orientated or a weekend style. I especially like designing over coats as they are such as statement piece.

When I’m not at work, you will probably find me at the gym. Many of my customers struggle to find a suit to fit them off the peg so why not book an appointment with me and I can help you to create the perfect fit.

Hi I’m Hayley and I am a senior Fit Expert trainer.

I’ve always had a passion for men’s tailoring and felt there was much more that could be done with it; there are few things nicer in life than a well-made suit!

From owning my own business making garments I know all the work that goes into producing good quality clothing.

I have always loved fitting garments and being independent, so working with A Suit That Fits has been the perfect blend of both.

Hi I’m Anna and I am a Fit Expert and independent stylist for my company www.annamarena.co.uk.

Before coming to A Suit That Fits, I struggled with finding well fitted garments for my corporate styling clients. Being an A Suit That Fits Fit expert gives me an extra avenue of products to recommend.

I see this working well alongside my current styling business, however I am also looking forward to the possibility of taking the model to new regions.
A DAY IN THE LIFE

BRETT
I love the flexibility of being able to lay out my day how I choose.

For example, I like to meet as many new clients a week as possible because it gives me the opportunity to grow my sales and earnings. I choose to open up in areas across the country that I know will mean extra sales for me. I love working hard when I know I ultimately gain from it.

In the mornings, when I get in, I check my appointment book and ensure I have everything in line for my fittings. I also look at all appointments which relate to new orders, and prepare for them to give me the best chance of getting the sale from them. Every day, I see around 9 clients. These range from Initial appointments to final fittings.

I’m not afraid to say that my main motivation is to grow my sales by building my happy and therefore repeat customer base. This will also mean that I can grow my business by word of mouth.

HAYLEY
I love seeing well fitted garments on my customers.

On an average day, I see about 6 people and after my morning fittings, I go to my Dashboard online, and contact my past customers. Everyone loves talking and not only about tailoring. The best thing is that by doing my daily calls is I get new orders for 5 minutes chatting on the phone. It feels like my customers are often my friends, and I hope they feel the same way!

Working as an ASTF Fit Expert has given me the opportunity to fit so many customers to their delight. It has also given me the opportunity to progress in an industry that I love so much. I am now training up new Fit Experts.

ANNA
The number of clients I see daily really depends.

I usually open up my A Suit That Fits appointment book at peak times. Lunch times and evenings are the busiest. This leaves me free to concentrate on my other Personal Styling customers during normal business hours. Most clients I have already spoken to on the phone. Some of them I know personally. So, the first thing I do is usually treat them like any other friend.

A Suit That Fits gives me the flexibility to grow my Personal Styling business, by adding bespoke garments to my product mix. I got to a point with my own personal styling business where it was difficult to get any more growth. I am ambitious, and very much want to continue to grow my business and that is when I found A Suit That Fits and their platform helps me do just this. I am even looking forward to growing my business into new regions.

The service, as always, was excellent and my order arrived sooner than expected. Brett provided an excellent service in altering my suit once it had been made and it fits like a dream.

DARREN
FEBRUARY 2015
## APPROXIMATE EARNINGS

<table>
<thead>
<tr>
<th>Suits Per Day</th>
<th>Daily Earnings</th>
<th>Weekly Earnings</th>
<th>Monthly Earnings</th>
<th>Annual Earnings</th>
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<tbody>
<tr>
<td>1</td>
<td>£78</td>
<td>£390</td>
<td>£1688.7</td>
<td>£20264.4</td>
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<tr>
<td>2</td>
<td>£156</td>
<td>£780</td>
<td>£3377.4</td>
<td>£40528.8</td>
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<tr>
<td>3</td>
<td>£234</td>
<td>£1170</td>
<td>£5066.1</td>
<td>£60793.2</td>
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<tr>
<td>4</td>
<td>£312</td>
<td>£1560</td>
<td>£6754.8</td>
<td>£81057.6</td>
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<tr>
<td>5</td>
<td>£390</td>
<td>£1950</td>
<td>£8443.5</td>
<td>£101322</td>
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</table>

The amount earned is a calculation of: Value of completed orders - Costs’ - Royalty (25%) = Take Home

### ON A TYPICAL APRIL WEEK:

- **Brett**
  - Hard worker
  - Works 22 hours in appointments. He sells 10 suits, averaging £650 per suit and earns £782.50.

- **Hayley**
  - Attention to detail
  - Works 12 hours in appointments. She sells 5 suits, but her costs are lower than Hayley because she generated the leads herself.

- **Anna**
  - Business generator
  - Works 12 hours in appointments. She sells 5 suits, but her costs are lower than Brett’s because she has measured well and fitted with more precision.

<table>
<thead>
<tr>
<th></th>
<th>Brett</th>
<th>Hayley</th>
<th>Anna</th>
</tr>
</thead>
<tbody>
<tr>
<td>Value of completed orders</td>
<td>£6500</td>
<td>£3250</td>
<td>£3250</td>
</tr>
<tr>
<td>Costs’</td>
<td>-£4092.5</td>
<td>-£1835</td>
<td>-£1435</td>
</tr>
<tr>
<td>Royalty (25%)</td>
<td>-£1625</td>
<td>-£812.5</td>
<td>-£812.5</td>
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<tr>
<td>Take Home</td>
<td>£782.5</td>
<td>£602.5</td>
<td>£1002.5</td>
</tr>
</tbody>
</table>

* Costs vary and include production costs, alteration costs, refunds, accommodation and marketing costs
WHAT ARE PEOPLE BUYING?

£750
IN AVERAGE
BASKET VALUE

Others
12%

Perfect Fit Guarantee Fees
2%

Shirts
5%

Suits
81%
BE PART OF A GROWING INDUSTRY

£64 BILLION
PREDICTED UK FASHION MARKET
TURNOVER IN 2015

14.2%
GROWTH (MENSWEAR) 2015

£ BILLIONS

% GROWTH

JEWELLERY
6%

SHOES
8.3%

MENSWEAR
14.2%

TWO YEARS
2015 2018
FAQ’S

WHAT DO I NEED TO DO TO BECOME A FULLY TRAINED FIT EXPERT?

You need to complete our two week course, which starts at only £999, during that you will receive:

- Expert knowledge and training in:
  - Styling and fitting bespoke tailoring customers.
  - Growing a bespoke tailoring business
  - Access to expert master tailors in our London Tailoring Centre
- Practical Experience in measuring and tailoring in one of our Nationwide Studios.

On top of your education, you will also walk out in your own bespoke suit worth £599.

ON BECOMING AN EVALUATED FULLY TRAINED FIT EXPERT, WHAT DO I RECEIVE?

On passing your evaluation, you will become an A Suit That Fits accredited Fit Expert.

This will give you access to the most advanced tailoring platform in the world including:

- Our ethical production infrastructure
- Full Support by our dedicated team of experts
- IT Infrastructure Including:
  - Ordering platform
  - Retail platform including credit card processing
  - Ecommerce platform (Including online garment designer)
  - CRM platform
  - Full Appointment Booking Platform
  - Personalised Profile Page
- Marketing Material Including:
  - Swatch Books (Deposit Required)
  - Business Cards
- Customer Communication Infrastructure

Including:

  - Phone system (advanced IP)
  - Text Messaging
  - Dedicated Telephone Number
  - Email account and templates.
  - Mobile phone (Deposit Required)

Essentially, a complete tailoring business.

WHAT IF I WANT TO QUIT?

It’s a simple process, you just need to get in touch with your fit mentor to inform them of your change in circumstances.

HOW MUCH WILL I EARN?

This depends on how much time you choose to commit and how many garments you sell. You will get around £78 for an average order completed (£650). If you only have 2 customers per day you will earn circa £156 per day. If you choose to work 5 days per week, you will earn £780 per week which equates to £40560 per year. This is from only 2 customers per day.

The higher your total order value and profit, the higher your earnings will be.

HOW DOES THE PAYMENT SYSTEM WORK?

The payment system is designed to make transferring money between customers and fit experts as simple and reliable as possible.

Here’s how it works:

1. You take the customers payment through the A Suit That Fits platform.
2. You can check your commissions and draw your earnings through paypal / bank transfer or your chosen method.

Using our payment system is required to produce an order. It helps ensure that the order is run smoothly through the system ensuring customer delight, as well as ensuring that both parties are protected under our Terms of Service, cancellation policies, Refund Policy, and other safeguards

HOW AND WHEN DO I PAY FOR MY ORDER?

We do not expect you to pay for anything in advance of you selling it, therefore there will be no outlay for any orders produced by A Suit That Fits.

DO I HAVE TO COVER AN AREA?

Not if you don’t want to. We can recruit you as a Friends & family (networking) representative. We do have areas available for those that would like to expand their customer lists.

WHAT KIND OF HELP WILL I GET?

You will receive as much help and guidance as you need. You will have a complete support team and your fit mentor will be readily available by phone or email or chat.

HOW OFTEN DO I HAVE TO PLACE AN ORDER?

There is no minimum order quantity. However, if you have been inactive for 3 months, you will need to take an evaluation test to keep your accreditation.

DO I PAY FOR DELIVERIES OR RETURNS?

No. Shipping between the Fit Expert and A Suit That Fits is free of charge. If the customer would like their order shipped to them, then this is something they can pay for and will not incur the Fit Expert any charge.

CAN I RETURN A TAILORED GARMENT?

Because we are a bespoke service, once the garments have been fitted to the customer to their acceptance, the order is marked as completed. From this point, the customer has 2 months to come back to you with any further fitting requests and a year to come back to you with any production issues.
FOR THE NEXT COURSE DATES AND TO GUARANTEE YOUR PLACE CALL 0203 5883743 TODAY.

FIT EXPERT WEBSITE: FIT.EXPERT
CUSTOMER WEBSITE: WWW.ASUITTHATFITS.COM
EMAIL: COURSE@FIT.EXPERT