



TEAR BOTTLES & OTHER KEEPSAKES

PRODUCT CATALOG

Spring-Summer 2012

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Tear Bottles have been a mourning tradition for three millennia. These keepsakes symbolize love, honor, sorrow and remembrance and treasure the memory of a loved one.



History & Tradition

Tear bottles by Timeless Traditions are **unique gifts for special occasions**. They are small, decorative bottles steeped in ancient giving tradition. As delicate as a teardrop itself, a tear bottle is a tradition of shared emotions and transformed relationships. Tear bottles can be used for real tears but are more often given as symbolic gifts to express shared feelings of love, sorrow, joy, forgiveness, and remembrance.



The tear bottle tradition has endured for nearly 3,000 years. During ancient Roman times, mourners captured their tears and buried them with loved ones to show affection and respect. Tear bottles may have taken inspiration from **the Bible**. In the Old Testament **Psalm 56:8 (KJV)**, David prays to God, “Thou tellest my wanderings, put Thou my tears in Thy bottle; are they not in Thy book?” David’s words remind us that God keeps a record of human pain and suffering and always remembers our sorrows.

Tear bottles reappeared during the 19th-century **Victorian Era**, when mourners collected their tears in long cylindrical vials or small bottles decorated with silver and pewter. Bereavement would end when the tears had evaporated, but the bottle remained as a token of eternal devotion.

Today, tear bottles are used to express many sentiments. They can represent tears of joy at a memory, hold tears of heartache upon the loss of a loved one, or keep ashes, a lock of hair, dried flowers, earth from a special place or some other memento of your loved one.

As a symbol of shared emotion, tear bottles are frequently given as gifts to honor and cherish another person. Many retailers and funeral directors report tear bottles are becoming a signature bereavement gift, replacing flowers because they help the family feel that their tears are understood and that their loved one’s memory will be cherished forever.

Timeless Traditions is pleased to offer their own unique tear bottles – all of which are approximately 2” high and are **made in the U.S.A.** Our Victorian and Roma lines feature intricate lead-free metal filigree designs and our Contemporary flame-worked glass tear bottles are simply pure glass. We are proud to be the leading supplier of tear bottles in this country.

What Others Say About Our Gifts

The Comfort Company has had the pleasure of doing business with Timeless Traditions for eight years now, and I can honestly say that, not only are the tear bottles among our bestselling gift items, but the customer service we receive is second to none. I can order with confidence knowing our stock will be shipped immediately and the product we receive is of excellent quality. Our customers love the tear bottles because of their sentimental and symbolic value. We love the tear bottles because they are one of our most successful product lines!

— Renee Wood, **The Comfort Company**—
Gifts of Hope for the Healing Heart—
Geneva, IL

We have had great interest in the Timeless Traditions products. We display them in our arrangement conference room for the families to consider at their leisure. The quality of the pieces and the price point make them very popular—the pendants sell themselves. And working with Jacqueline has been a pleasure. Whenever we need anything she is quick to get it to us.

Chris Remely, Owner,
Dokken-Nelson Funeral Service & Crematory, Bozeman, MT
Timeless Traditions, Inc. customer since 2001

The Tear Bottles and keepsakes that Timeless Traditions provide bring unique merchandise choices to our customers. The quality and customer service we have encountered has been excellent.

Justin Luyben, **Evans-Brown Mortuary**, Sun City, CA
Timeless Traditions Customer since 2009

“I heard about tear bottles a few years ago while reading *Divine Secrets of the Ya-Ya Sisterhood*, which we (**All Girl Productions**) eventually acquired the feature film rights to produce. I actually gave a Timeless Traditions’ tear bottle to my best friend, whose sister-in-law had recently died of breast cancer, leaving behind several small children. **She phoned immediately after receiving the tear bottle and said, ‘This is the best gift I’ve ever received.’**”

— Yvette Taylor, formerly of Bette Midler’s All Girl Productions and currently with Revelations Entertainment, Los Angeles, CA



TALL
MINI-DOME DISPLAY
ITEM# 6867

The Victorian Tear Bottle™ Line

A filigree design of flowers and leaves wrap around these petite cobalt or clear glass bottles. Timeless Traditions' tear bottles are approximately 2" high. Available in the five finishes shown below (brass, copper, pewter, gold or silver) with an optional petite matching display tray. A short mini-dome also beautifully displays these bottles and keeps them dust and touch free.



BRASS
ITEM# 2005



COPPER
ITEM# 2012



PEWTER
ITEM# 2029
With Optional Tray

The intertwining T's of the Timeless Traditions logo appear in the filigree on the base of each bottle. As our least expensive line of tear bottles, these Victorian tear bottles are quite affordable for most gift-givers and for those looking for heirloom quality cremains keepsakes. **Made in USA.**



SILVER
(ON BLUE GLASS)
ITEM #2043
With Optional Mini-dome



GOLD
ITEM #2036



The Roma Tear Bottle™ Line

The Roma line features two different styles to choose from – “banded” and “forget-me-not flower basket.” The caps of all tear bottles in the Roma line are crowned by genuine blue Austrian Swarovski® crystals. Each cap has a silicon plug, providing a tight seal. The graceful, intertwining T’s of the Timeless Traditions’ logo mark appear in the filigree on the underside of each base. Height: 2”.
Made in the U.S.A. of Lead-free metals.



SILVER-BANDED
ITEM# 1008



GOLD-BANDED WITH TRAY
ITEM# 1015



SILVER BASKET
DISCONTINUED 2012
NEW BOTTLE COMING SOON!



PEWTER BASKET
ITEM# 1039



GOLD-BANDED
ITEM# 1053

Our ROMA style tear bottles look beautiful with the petite Solid-Rim Metal Trays, like the Silver Solid-Rim Tray pictured below.



To Order Call 406-388-2900

The Contemporary Tear Bottle™ Line



BLUE
ITEM# 4009



RED
ITEM# 4023



COMMEMORATIVE
ITEM# 4030
LIMITED EDITION



AMETHYST
ITEM# 4047



VERDIGRIS
ITEM# 4054

The Contemporary line features a high-end selection of individually, hand-made tear bottles. Splashes or swirls of colored glass decorate the bases. Hand-painted 24K gold luster adorns the neck of most bottles. We have commissioned just 500 Commemorative Tear Bottles (#BD-04), to honor those whose lives were affected by the tragic events of September 11 and those who serve in the military.

The Blue Contemporary tear bottle has a navy quartz stone cap. The Red Contemporary tear bottle has a red quartz cabochon cap. The Commemorative tear bottle cap is hand-painted with 24-karat gold luster (#4030) and has a mother-of-pearl cabochon atop its cap. The Amethyst tear bottle cap is made from a beautiful sodalite stone disc topped with a tiny amethyst cabochon. The Verdigris Contemporary tear bottle (recently featured on the FOX TV series “Bones”) cap is a simple but richly colored burnt red tiger eye stone. All caps in this style have hand-carved small cork stoppers. *Please Note: Variations in color, paint, and shape are characteristic of the bottles’ hand-made nature and are not to be considered defects. MADE IN MONTANA!*

4 New Contemporary Tear Bottles !

Pictured below are three high-end individually hand-blown glass tear bottles designed for a Mother's Tears for her baby.

All of these Contemporary Tear Bottles have a swirl of colored glass (pink or blue or Yellow) in the tear-drop shaped bottle with a hand-painted 24K gold luster rim. The pink has a Rose Quartz stone cap, the blue has a Blue Lace Agate stone cap and the Yellow has a Yellow Cat's Eye cabochon cap.

All of our contemporary hand-made tear bottles also have a hand-carved cork stopper to secure the cap. Packaged with a pink, blue or ivory organza gift bag and a tear bottle story card.

FOR FUNERAL HOMES & Stores offering Sympathy gifts:

A Profound Loss Grief Card will be included with each Baby Tear Bottle purchase on request at no extra charge.

Baby Pink
(Item# 40061)



Baby Blue
(Item# 4078)



Item# 4085
Pink Ribbon
Tear Bottle
& Card

Our hand-blown "Pink Ribbon Tear Bottle" is a great addition to a comfort gift selection. Funeral Homes offering comfort gifts through their online stores are finding this tear bottle to be a popular choice. Created to symbolize hope, encouragement and support for those battling breast cancer, this tear bottle comes with a Pink Ribbon Gift Enclosure Card, a tear bottle story card and an organza gift bag.



Pink Ribbon Gift Enclosure Card

Yellow—For those who have suffered a miscarriage.; also represents support for our troops.; and is a mourning color in the Spanish culture

Item# 4092



Please Note: Variations in color, paint and shape are characteristic of the bottles' hand-made nature and are not to be considered defects.

The Artisan Tear Bottle™ Line

Circle Of Love Tear Bottle™

Item# 3002—The sculpture surrounding this tear bottle is a celebration of the bonds that strengthen us. This tear bottle symbolizes the power of love that draws together family and friends in good times and bad and makes us stronger knowing we are surrounded by Love. **(Note: The brushed pewter people figures form a heart-shape as they hold hands around the tear bottle. An enameled red heart adorns the cap.)** Tear Bottle story card, organza gift bag and Circle of Friends gift card below included with purchase!



Circle of Friends Card <Cover>



Circle of Friends Card <Inside>

Legend of "The Circle of Friends":
TELLS THAT IF YOU GIVE A
CIRCLE OF FRIENDS TO A PERSON YOU
CARE FOR, YOUR BONDS OF FRIENDSHIP
WILL ENDURE FOREVER.

THIS TEAR BOTTLE IS A
CELEBRATION OF THE BONDS
THAT STRENGTHEN US.

IT SYMBOLIZES THE POWER
OF LOVE THAT DRAWS
TOGETHER FAMILY & FRIENDS
AND MAKES US STRONGER
KNOWING THAT WE ARE
SURROUNDED BY

Love

MAY IT LIFT YOUR HEART
AND REMIND YOU THAT
YOU ARE NOT ALONE.

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If you have clients looking for a way to say thank you, this gift is the perfect recommendation. This tear bottle is a wonderful way for those who have been surrounded by the love and care of their family, friends, neighbors, clergy, hospice workers, and medical care givers during their difficult time of grief and loss to say: “thank you for your care, assistance, prayers, love and friendship during this most difficult time in my life. I’ll never forget it.”

NEW! CONTEMPORARY TEAR BOTTLE FOR 2012

MARBLE

These “Made in Montana” hand-blown glass tear bottles feature layers and swirls of colored glass and are perfect for concealing the keepsakes inside. Shades of blue with Navy stone cap at bottom and golden-brown-olive with Tiger Eye stone cap on the right.



Hand-blown glass, Hand-painted 24K gold luster rim & Hand-carved cork stopper secures the quartz cabochon cap. Ivory Organza Gift Bag & Tear Bottle Story Card included with purchase. *Please Note: Variations in color, paint and shape are characteristic of the bottles' hand-made nature and are not to be considered defects.*



Optional Displays:
Mirrors, Trays, Mini-domes



The Artisan Tear Bottle™ Line



#3033

Includes: Tear Bottle Story Card, Organza Gift Bag and Choice of Gift Card: (1) Profound Loss Card –see pg. 21– provides wonderful imagery of seeing the angels carry tears to heaven OR (2) Angel Encouragement Card –see here– reminds those in difficult circumstances they are not alone. Optional Displays: Mirrors, Trays, Mini-domes are extra.

This tear bottle features the same design on opposite sides of the tear-drop bottle. A serene face and a pair of grand upward sweeping angel wings on both sides with the wing-tips coming together near the top of the bottle. The cap compliments the design of the bottle with its intricate pattern. Perfect as a sympathy gift (with a Profound Loss card), or a gift of encouragement (with the Angel gift card.)

Angel Gift

Card Text:

May the Love
of your angel,



INSIDE: softly
enfold you,
gently uplift
you, comfort
and hold you.

#3019



#3026



Trays—Metal & Mirror

Metal Trays

We offer a line of original trays to accompany our tear bottle lines. Metal trays (2" in diameter) are available in antique Brass, Copper, Pewter, Gold, and Silver. You may select a filigree and/or a solid rim, both of which match the filigree design of flowers and leaves featured in our Victorian tear bottle design (pictured lower right). The solid-rim metal trays create a beautiful look with the Roma and Angel tear bottles too (see page 5 & 10)!



Metal Trays

- Item #s: 6003 Brass Filigree Rim
- #6010 Copper Filigree Rim
- #6027 Pewter Filigree Rim/#6072 Pewter Solid Rim
- #6034 Gold Filigree Rim/#6089 Gold Solid Rim
- #6041 Silver Filigree Rim /#6096 Silver Solid Rim

MADE IN THE U.S.A.
of Lead-Free Metals

Mirror Trays



**Round Mirror Tray with
Psalm 56:8 Inscription**
Item # 7000

**Plain Mirror Tray with
No Inscription**
Item# 7017

We are also pleased to offer Mirror Trays to accompany the Contemporary line (shown at left). One style features a beveled edge and the phrase "Psalm 56:8" etched from the underside.



Another style is a Plain beveled mirror tray (no etched inscription). The diameter on both Mirror Trays is 2 inches.

PERSONALIZE THE MIRRORS
WITH CUSTOM ENGRAVING—
SEE PAGE 17

Packages for Resale

Tear Bottle Packages – Quantity Discount Configurations

Package Contents Subject to Change Without Notice

Starter Package		Standard Package	
Designed for smaller shops, this pkg. includes a nice variety for your customers: 18 Tear Bottles & 5 introductory Trays.		Our most popular choice for shops and galleries looking to offer a sizeable selection for their customers. 30 Tear Bottles & 12 Trays.	
Item#	Quantity	Item#	Quantity
#1008	(1)	#1008	(2)
#1015	(1)	#1015	(2)
#1039	(2)	#1039	(3)
#1053	(1)	#1053	(2)
#2005	(1)	#2005	(2)
#2012	(1)	#2012	(2)
#2029	(2)	#2029	(3)
#2036	(1)	#2036	(2)
#2043	(2)	#2043	(4)
#3002	(2)	#3002	(3)
#3026 & 3033	(1/1)	#3019	(1)
#4009	(1)	#3026&3033	(1/1)
#4023	(1)	#40XX	(2)
2" Assorted Trays	(5)	2" Assorted Trays	(12)
Note: You may specify the trays for your order, or we'll be happy to select them for you.		Note: BD-XX indicates that you may choose which colors you would like from the Contemporary Tear Bottle line. If you don't wish to specify, we'll be glad to select 2 for you. You may also specify your choice of trays, or we'll be happy to match them to your order for you.	
DUPLICATES OF OUR BEST-SELLERS ARE IN THIS PACKAGE.			
Totals: <u>18 Bottles & 5 Trays</u>		Totals: <u>30 Bottles & 12 Trays</u>	

The Starter Package includes : 18 organza bags, 18 story cards, 18 brochures, 1 CUSTOMIZED Point-Of-Purchase sign in a Plexiglas stanchion.

We strongly recommend that you secure your valuable inventory with a locking display case. We offer a variety of affordable cases that will beautifully display your inventory. See page 16.

Children aren't usually present at the funeral planning meetings, and adults aren't often comfortable discussing the funeral, the body or cremains with them. However, children grieve the loss of the presence of their loved ones in their lives and children should be addressed when families make keepsake purchases. Tear Bottles are an ideal keepsake for children. They are affordable for most families; And children are delighted by and attracted to their petite size and bright colors. The gift of a tear bottle also lets the child know that their tears over the loss of their loved one are understood and are okay, and that their tears honor the relationship. They can also be used to hold flowers from the funeral or earth from a special place.



DON'T KNOW WHAT TO ORDER?

LET US HELP!

THE COMBINATION KEEPSAKE “STARTER PACKAGE”

If you love our products, and just don't have the time to decide exactly the mix of tear bottles and keepsake jewelry you want to order, you might want to consider our “Starter Package” of best-sellers.

Our Timeless Traditions staff will be glad to assist you in choosing a tear bottle and keepsake jewelry selection that meets your style or budget preferences. Just call or e-mail and we'll be happy to help!

Starter Package

Includes a nice variety for your customers:

7 Tear Bottles & Trays and 7 Keepsake Necklaces & Dome

<u>Item#</u>	<u>Quantity</u>	<u>Item#</u>	<u>Quantity</u>
#1008	(1)	#9240—Tear of Love	(1)
With tray/#6096	(1)	#9257—Infinite Love	(1)
#2029	(2)	#9226—Heart (2-tone)	(1)
With trays/#6072	(2)	#9247—Fancy Heart	(1)
#2043	(2)	#9219—Large Cross	(1)
With trays/#6041	(2)	#9059—Cylinder	(1)
#4009	(1)	#9264—Fish	(1)
With tray/#7000	(1)		
#4054	(1)	#6911—Satin Pewter Mini-Dome	
With mini-dome/#6874	(1)		

Bonus Gifts in your Starter Package Purchase Include:

2 Velvet Necklace Stands to display your keepsake jewelry

A plastic display stanchion with customized display signage

A CD-ROM of ads, text and images to help with marketing your new offerings

16 Customized Keepsake Brochures are included with purchase

Do you often have customers looking for a truly unique gift for someone who has helped them through their difficult time of loss. A gift that will deeply touch their heart and be treasured for a lifetime. We suggest:

For pastor appreciation: Life Of Christ Jewelry

For caregivers (hospice workers, medical staff, family, friends and neighbors who have helped through a difficult time of loss): The Circle of Love Tear Bottle (Page 8) comes with a gift card that conveys a special heartfelt thanks. But the varying price ranges of the tear bottles make them all an excellent recommendation for expressing thanks to the variety of helpers through a difficult time.

THE KEEPSAKE JEWELRY COLLECTION

(For ashes & other keepsakes - such as a lock of hair, dried flowers, or a prayer)



Tear of Love
(w/cutout Heart)



Heart
1 1/8" L X 3/4" W



Large Cross
7/8" L X 5/8" W



Cylinder
1 1/4" L X 3/16" W



Infinite Love



Fish



← 3"x4"H Mini-dome w/ Satin
Pewter Base & Hook for displaying
Keepsake Pendants



Fancy Heart

Specifications: All keepsake/ash holders are Rhodium plated sterling silver. The Heart Ash pendant has 14K yellow gold plating over a sterling center. The Cylinder Ash pendant has 14K yellow gold accent bands. All ash holder pendants come with a Rhodium plated sterling silver cable chain. (Black necklace chain also available.) Rhodium plating makes Pendant and chain tarnish resistant. The ash holder pendants are packaged with a black velveteen bag, funnel, plastic spoon, pick and an inspirational poem and/or scripture verse in English & Spanish



KEEPSAKE COLLECTION CONTINUED

(For ashes & other keepsakes – such as a lock of hair, dried flowers, or a prayer)



Angel
Bottom Screw Opening



NEW!

Plain Cross



NEW!

Butterfly

The Butterfly symbolizes the story of transformation ~ as the caterpillar transforms from its cocoon to beautiful Butterfly, so do we transform from our life here on earth, to life hereafter.



Small Cross



← 1¾" x 2¾" H Mini-dome with Walnut Wood Base & Brass Hook for displaying Keepsake Pendants

Pet Ash Holder (w/Paw Print) →



Specifications: See page 14 for detailed specifications of our Keepsake Pendants. Please note all pendants open with a screw at the top chain loop except the Infinite Love and Angel ash holder pendants, which both open at the bottom of the pendants with a screw opening.

DISPLAYS

Showcases

Displaying your tear bottle selection in an attractive and secure manner is essential to high sales volume. We offer the following display case options to display and secure your tear bottle inventory.



New!

Item# 6751

Glass Showcase w/ full mirrored back. **Lockable!**

Dimensions:
12"H X 6"W X 6"D.

2 shelf/3 space.

Space between shelves: 4".

Opens in Back



NEW!

Option 2 Plexiglass

Item# 8765

This Plexiglass case can display all tear bottles, trays and jewelry we sell in one secure location.

LOCKABLE

Dimensions: 18"H x 9"W x 9"D.

2 shelf/3 space. Space between shelves: 6".



Tall

Mini-Dome Display

Dimensions:

3½"H x 1¾"W

Item# 6867



Short

Mini-Dome Display



* For

other

We also offer a small variety of display risers for your presentation of our products. Far left is the oval mirror riser, center is the 2-step riser and back is the Plexiglass riser which comes in a set of 3 (tiered)..

PERSONALIZE IT!



Mirror Engraving Options:

1) **One Line on Bottom or One Line on Top**—

Gold Filled, Maximum of 23 Characters & Spaces

2) **2 Lines Engraved, Top & Bottom**—

Gold Filled, Maximum of 20 Characters & Spaces per line

We request that you FAX or EMAIL your customer personalization to avoid costly errors and disappointing your customer.



The tear bottle cut-out can also be fitted with a hook in order to display keepsake jewelry.

MADE IN
U.S.A.

NEW! The Timeless Traditions' Tear Bottle Keepsake Box—
Measures 11”Hx11”Wx3”D (Shown here in dark wood, light wood optional)
Matted for: a 5”x7” photo, any Timeless Traditions tear bottle and a
2¼”x3¾” cutout for a name & dates, or a favorite scripture or poem.
An optional brass plate is available to be engraved with a name & dates.

Keepsake Displays



Left—The SHORT mini-dome with walnut wood base (also featured on page 12 displaying a Victorian Tear Bottle) can be fitted with a brass hook and walnut wood knob in order to display keepsake jewelry.

DIMENSIONS: 1 $\frac{3}{4}$ "D x 2 $\frac{3}{4}$ "H /Item#

Center—The TALL mini-dome with walnut wood base can also be fitted with brass hook and walnut wood knob in order to display keepsake jewelry.

DIMENSIONS: 1 $\frac{3}{4}$ "D x 3 $\frac{1}{2}$ "H/Item#

Right—The largest of the three mini-domes comes with a satin pewter base and knob/hook for displaying keepsake pendants.

DIMENSIONS: 3"Dx4"H/Item#



RECEIVE A BLACK VELVET NECKLACE
DISPLAYER WITH YOUR FIRST ORDER OF
KEEPSAKE JEWELRY FREE!
(Four piece minimum required)

OTHER PRODUCTS



Life of Christ Cross Pin or Pendant

Item# LOC-Pin/ #9028

(Pin available only in
gold-plate)

Item# LOC-Pendant
#9035 (Gold Plate)
#9042 (14K Gold)

Timeless Traditions is pleased to offer a striking piece of jewelry – the Life of Christ Cross™ from Iscript® – available as pendant or lapel pin. The centerpiece of the cross is the miraculous Enduring Word Tablet™ with the *entire* text of the King James New Testament inscribed on it in 24K gold. (This is the same visually striking tablet that takes center stage in *The Passion of The Christ Tear Bottle™* on page 10 of this catalog.) The Tablet is nestled in the center of the Star of Bethlehem atop an elegant cross. Christ's life on earth is beautifully represented by symbols of both His nativity and crucifixion. Certified by Guinness World Records as the smallest Bible on earth.

Timeless Traditions also carries a more expensive 14K gold version of the pendant.

Necklace chains are Not included with the pendants, but we do provide beautiful quality necklace chains for optional purchase in both gold-filled and 14K.

These unique jewelry pieces also make ideal gifts for the clergy who assist in your planning & services.

Heartfelt Jewelry Collection

One of our newest offerings is a beautiful collection of jewelry – honoring loved ones. This offering meets our high standards of quality materials.



FRIENDSHIP HEART

Verse: "A friend
loves at all times..."

Proverbs 17:17

Inspiration: The
heart knows the
unspoken language
of friendship.

Specifications

- * Rhodium plated, sterling silver heart
- * 18" Rhodium plated, sterling silver cable chain
- * Pendant and chain are tarnish-free
- * Each pendant comes with the featured poem shown here
- * Optional windowed Gift boxes are available for gift packaging, a small additional charge will apply

SISTERS BY HEART



My life is so much richer, Even
when we're apart. More than just a
friend, You are my sister by heart.

Poem Excerpt © 2008 Birdoes



PRINT ACCESSORIES

Cross-Sell or Enhance Your Display with a “Profound Loss” Bereavement Print & Enclosure Card

Timeless Traditions has partnered with writer and artist Mary Anne Radmacher to offer an ideal product pairing for our retail customers.

Tear bottles are often given as gifts of sympathy and remembrance. The Profound Loss Print and Sympathy Enclosure Card w/envelope make touching gifts to accompany tear bottles.

The text reads:

“As you comprehend this profound loss ...
let yourself cry knowing each tear is a note
of love rising to the heavens.”

The print is a powerful focal point for a
sympathy gift display. Timeless Traditions is the
exclusive distributor of the print and card.



Profound Loss Print

Item# MAR-Tears Print

Features same text as enclosure card
(has blue graphics rather than purple)
Framed or Unframed: print is 8.5” x 11”



Profound Loss Enclosure Card

Item# Grief Card/Envelope

2.25” x 2.5”

The enclosure card comes with an
envelope and was designed to fit
inside the organza gift bag with a
tear bottle.

Customer Spotlight: Schnider Funeral Home, Great Falls, MT



Keepsake Cabinet
in the Lobby of the
Schnider Funeral Home.

The following testimonial from Steve Schnider came from a phone conversation with Steve after a review of our records revealed how successful he was with our products, and we called to ask him why he felt he's had such long-standing success with our product lines.

“The **tear bottle** product line has been good for us, and has become a main part of our business. With cremation rates continuing to increase within the funeral industry, the tear bottles and cremation jewelry from Timeless Traditions are a way to increase our bottom line. These keepsakes are versatile in use and affordable for a broad range of our customers. Multiple purchases per family are the norm. The tear bottles are very personal and meaningful keepsake line that also has appeal to many of our customers because it's important to them that they are Made in the U.S.A.. We also feel that part of our success with sales of these keepsake products is the display cabinet in the lobby of our facility. Having a display in the lobby allows customers to think about a purchase in a casual way, while waiting for a service planning appointment, at a service reception or long after the service is over...when coming back to the lobby for a keepsake is far less daunting than returning to our resource display room for a keepsake they wish they'd have purchased while planning the funeral service.”

Steve Schnider, **Schnider Funeral Home**, Great Falls, MT
MFDA Past President (2005)
Timeless Traditions, Inc. customer since 2004

Other Important Information

You Will Receive the Following With Your Tear Bottles

- An elegant **Organza Gift Bag** with each tear bottle
- A **Miniature Story Card** with each bottle explaining the tear bottle history & tradition (to be placed inside the organza bag upon sale). You may choose the General version of the card or a Christian version (has several scripture references)
- A **Point-of-Purchase Sign** offering suggested gift-giving occasions and information about the tear bottle tradition (the sign comes with initial order)
- **Complimentary Color Tear Bottle Brochures CUSTOMIZED** with your **business contact information**
- With orders of \$295 or more, we include a **free CD-ROM with 2 professionally designed tear bottle ads** that can be placed on the obituary pages of your local newspaper. We offer product photos to those selling via the Internet, once your return our simple license agreement.



An organza gift bag & story card like those shown above come with each tear bottle you purchase.

Minimum Wholesale Orders & Payment Options

Our Minimum Opening Order is \$100. On your first 3 orders, we ask for pre-payment by business check or credit card. We accept Visa, MasterCard, Discover and American Express. On your 3rd re-order, you may fax us your Credit Sheet or complete our Credit Information Sheet and with satisfactory credit information, we'll extend Net 30 payment terms to your business. **NO RE-ORDER MINIMUMS.**

Web Promotion

Timeless Traditions' wholesale web site www.timelesstraditionsgifts.com features a special retail information page called, "Retail Stores Near You". As a new retailer carrying our product, we automatically include you on this page, and a link to your website if you have one. If for some reason you don't wish to be listed, be sure to tell us. The intent of this page is to direct potential customers to your business. Tear bottle awareness is on the rise by Internet users!



ABOUT THE FOUNDERS & OWNERS

Several years ago, I read about a tear bottle being given as a gift of reconciliation from a daughter to her mother in a contemporary novel and then I went on a two-year search to find one for a friend. Nothing turned up, so with encouragement from my husband and friends, I decided to start designing and producing a line of tear bottles myself. I knew that the re-introduction of the tear bottle into contemporary culture was ultimately what I was destined to do – my company mission is to revive ancient gift-giving traditions that enhance, heal, and honor relationships just like that of the centuries-old tear bottle tradition.

Today, the company is flourishing as interest and awareness in the tear bottle tradition grows. I am amazed at the rich history we've discovered behind the tradition and the way in which contemporary gift-givers are connecting with this symbolic gift. We love to hear stories about how our tear bottles are helping others to honor relationships. Running a business that provides true value to others is a great reward. One of my favorite quotes comes from Washington Irving: "There is a sacredness in tears. They are not the mark of weakness, but of power. They speak more eloquently than ten thousand tongues. They are the messengers of overwhelming grief, of deep contrition, and of unspeakable love."

May someone cherish you enough to give you a Timeless Traditions tear bottle.

Jacqueline



Company Owner Jacqueline Bean with her husband Brad

Benefits of Carrying the Tear Bottle Gift Line



By carrying Timeless Traditions' tear bottles, many funeral homes & sympathy gift retailers have been able to **build customer loyalty** by providing keepsake-buyers with a product that helps them meet an important emotional need – the ability to express themselves and to honor, cherish and remember those they love with an heirloom quality keepsake. These days, when buyers are searching for more meaningful remembrance gifts, the tear bottle offers a loving and symbolic way to show they care. Our tear bottles are **made in the USA**.

Funeral Homes & sympathy gift retailers are able to **differentiate themselves in the marketplace** because of the product's uniqueness and quality. And, reasonable retail price points translate into **increased opportunities to serve a variety of customers**. The diversity of other uses for the tear bottles (as keepsake or portion urns, memory keepers, prayer vessels, thank you gifts, etc.) and their **respectable profit margins**, helps retail bereavement businesses succeed. And their petite size makes them so easy to display and ship. Just think – all this in just one square foot of counter space devoted to tear bottles. Please contact us with any questions or to place an order!



Pictured: Gold-banded Roma, Amethyst Contemporary & Silver Victorian Tear Bottles atop an Oval Mirror Riser (Item# 6829)



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