

# DirectSalesHelpers.com

*Helping Work at Home Moms  
Succeed in Direct Sales!*

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From the desk of: Kara Kelso & Anita DeFrank

RE: Direct Sales Business

Thank you for your request for more information on how to choose a direct sales company. We hope you find this information beneficial and it helps in providing you with the right tools and questions to review in your search for the best direct sales company for you.

Over the years we have been very involved with direct sales both directly and indirectly. We have seen new consultants come, go and jump from company to company. The reason for this is usually because the consultant hadn't thoroughly researched the company and jumped in head first. They found out that the company they were involved with just wasn't the right one for them. Unfortunately, that's the wrong time to discover this ... after all the time, energy and money has been poured into building a business that was doomed from the beginning. Luckily this is a problem that can be easily solved by making sure you choose the right company for you first!

If you are interested in starting a direct sales business, one of the most important things to know is how to promote yourself, your products and your business to achieve maximum success. Through the use of our Direct Sales Success Kit, our website and our one on one coaching via our membership site we show you how you can succeed. Let us know how we can be of service to you.

Our success kit offers the best in what you need to get started. With *The Direct Sales Success Kit* you won't have to ask yourself, "Now what?" You'll be able to use this kit to make your plans and goals. You'll know exactly what you need to do each and every day to succeed in your home business. *The Direct Sales Success Kit* is an actual package including a CD for easy access and over 20 business forms you can customize, print out and really use.

Our *DirectSaleHelpers.com Private Membership Website* is where we the authors and the experts are open to answer top direct sales business questions. Understanding that sometimes just reading advice isn't enough our membership site includes personal help catered to your business. This is a community of experts who are willing and able to help you every step of the way through your business.

We wish you the best of luck! If we at DirectSalesHelpers.com can be of any additional assistance, please contact us at anita@mommyshelperonline.com OR contact@momsmarketonline.com

For more information on the Direct Sales Success Kit please visit <http://www.DirectSalesHelpers.com>

*Kara Kelso  
Anita DeFrank*

## **Choosing - The First Step to Success**

### How to Choose Right Direct Sales Company for you!

Direct Sales is often the first choice of business for moms who want to work at home. There's low risk, low overhead, the product has already been created and if worked right it can become very profitable. So, start a home business in direct sales, right?!? Sure, but that's easier said than done. There is literally hundreds of direct sales companies around. So, how do you know which company is right for you? The following book was created as a resource to help you choose the best business for you. The first step to success is choosing. The success of your business depends on your choice.

Of course everyone knows to ask the famous question "How much do I make?" when choosing a direct sales company. As we know this is definitely an important question to be answered because well, we are going into business to make money, right? That's a fine question and should definitely be on your list but, it also most certainly should not be your only question. If you're new to direct sales you may not know how much really is involved and what you should be asking. Your first step of course is choosing a company that is right for you. This is an extremely important factor in whether or not you succeed.

The best way to use this book is to read through completely taking note of the questions listed that are going to matter to you most. At the end of this book you will find a comparison work sheet that you can print out. As you're researching each company fill in the blanks for each one that are most important in your decision. Once all of your questions have been answered to your satisfaction you'll want to start comparing notes to see which company fits you best.

You will find examples of different companies throughout this book. We are not affiliated with these companies (unless otherwise noted) and are not necessarily recommending one or the other over another. These examples are simply for the purpose of educating and nothing else. DirectSalesHelpers.com or any of its partners/affiliates cannot and will not be held accountable for any Direct Sales Company listed and/or their partners/affiliates. As anything else you must do your own research also. This book has been created only for assisting you in your choice. DirectSalesHelpers.com and/or any of its partners/affiliates can guarantee anyone any income amounts. You will be responsible for what you earn by what you put into your business.

Different companies have different names for their sales people. Consultant, specialists, representatives and distributors are just to name a few. In the interest of simplicity, from here on in we will say "Consultants" while referring to any other similar names such as the ones mentioned.

### **Products**

The very first aspect you're going to want to take a look at are the company's products. This is the most crucial part of the decision making. You absolutely have to love the products and believe in them. You'll want to have a passion for the products you're going to be selling. If you don't like the merchandise or believe in the merchandise yourself you're not going to be able to be a good sales person. This will be exactly why when you do become a consultant you'll find that at DirectSalesHelpers.com we recommend your best recruits are past customers.

The best way to test this of course is to try the product yourself. Ask the consultant you're working with for a sample. If samples aren't available I highly recommend purchasing at least one thing. Being in sales you're going to have to know your product. The product most sold is the product most recommended. YOU have to be your best own customer.

### **Promotion**

#### **Online Advertising**

✓ Can you advertise online?

There are a handful of direct sales companies that don't allow consultants to advertise online. Of course, if you have no intentions of selling online this won't be a problem for you. However, many like to do business

online exclusively. If this is what you're intending to do you'll want to pay close attention to the regulations of the company you're interested in.

Another semi-common rule is about using the companies name in your advertising campaigns. We've seen many consultants who have dealt with this problem by coming up with their own creative name. For example for someone who sells *Pampered Chef* may want to call their business *Kitty's Kitchen Goodies*. This actually isn't necessarily a bad thing either. You'll find once you are involved with your company having your own creative business name could be an advantage. Being unique in direct sales is a huge benefit.

### **Competition**

✓ How many consultants are there in your community?

A little competition never hurt anyone but a lot of competition could cause some problems. Let's say for example you're looking into the *Mary Kay* opportunity and there's three other consultants in your own hometown of 300. This is probably not your best choice. You're best bet is to find out who is selling what and where in ratio to the population of your area. You may also find that finding a non-competing company may be beneficial. Using the *Mary Kay* consultant as an example again, maybe you could sell something such as *Gabby Goodies*. You and a *Mary Kay* consultant could join forces and coordinate a fundraiser to benefit a local charity. Maybe the two of you could hold a party with *Mary Kay* make overs and *Gabby Goodie* appetizers. Another idea would be to hold a local expo including several consultants from other companies or hold a job/career fair. Use your imagination...the possibilities are endless.

Now as I mentioned also a little bit of competition won't hurt. Actually competition tends to keep people on their toes and holds them accountable for their actions. Some would even go as far to say the more the merrier. Two consultants from the same area and company could join forces, share the workload and split the profits. (Be very careful and picky of who you choose if you should do this.)

Ultimately the best thing would be to do your research on your own area and find what will work best for you. Make a list of the pros and cons of the ratio of consultants to population and use your best judgement. If you are still unsure then I would recommend looking for another non-competitive company.

### **Territories**

✓ Are there any territory restrictions?

Some companies assign specific areas to consultants that they are allowed to do business in. For example you may only be able to hold parties in XX town because someone else is assigned XX town. This could be a benefit or it could limit you. This would depend on what you want. If you don't mind staying in one area without expanding this could be a benefit because no one else would be able to hold parties in your area. Some this would hinder them because they don't mind reaching out farther and expanding. Decide which you would rather and find out if the company you're interested in has any restrictions.

### **Party Requirements**

✓ Are you required to hold home parties?

✓ If so, is there a certain amount you are required to hold in a certain amount of time?

✓ Time-wise are you going to be able to accomplish this?

I honestly can't say that I have seen any major restrictions on how many parties you are required to hold (that doesn't mean it doesn't exist) except for the occasional that require so many for the initial start up.

### **Promotional Materials**

✓ Are you able to permitted to purchase promotional materials from somewhere else?

✓ Are you permitted to make your own promotional materials?

A few direct sales companies only allow you to purchase business cards, flyers and other promotional items from them directly. If so, be sure to ask about the prices of such materials and research what it would cost you from other companies. Let's use *Vista Print* for example. Here you can get 250 business cards for free (you have to pay \$8.95 for shipping & handling). What does it cost to buy them through your company? I'm not saying this should be a deciding factor in your choice but it is definitely something to

keep in mind. Promotional items such as business cards are an important part of promoting your business. Be sure to shop around and compare prices.

### **Quotas/Inventory**

- ✓ Are there any quotas?

A quota is a certain amount of merchandise/products that you must purchase in a certain amount of time to stay 'active'. For example with *The Greeting Cake Company* you must make at least one purchase each quarter no matter the size and with *Gabby Goodies* there are no quotas to meet. Each company has their own rules/regulations concerning this issue. Be sure to find what they are and if you can afford them. If the company you are interested in does require timely purchases you need to make sure you have this in your budget. You need to look at it as though if you didn't make any sales are you able to purchase the minimum required. Of course we know you'll never go without any sales but this way you'll know you are covered.

A few more questions to keep in mind about this is...

- ✓ Are you required to keep inventory?
- ✓ Do you have adequate storage room?

If you are required to keep inventory or have to purchase your own products to stay active do you have the room to safely store your products until they are sold. Again, this would also go on how you and your family like things. I've seen some homes that were stacked wall to wall with products and others who have safely packed inventory in storage rooms.

### **Websites**

- ✓ Does the company supply you with a website?
- ✓ If so, what does it cost?
- ✓ Can you update the web site yourself?
- ✓ Do you have to use a corporate site or can you build your own?

These are some tricky questions to go into when you're new to the whole business world and/or online business world. Speaking as seasoned direct sales person I'll share some of my opinions. If the company offers you a "corporate website" (meaning you and every other consultant of that company has the same pre-formed websites) find out if you're able to build your own personal website or at least an entry page leading to your corporate website. This is my own personal advice and take it how you'd like. I know for some of you the thought of building your own website or even just one web page is a nightmare come true. First of all, from experience as I mentioned above being unique is extremely important in a direct sales business. It's very difficult to be unique/different if everyone else in your own company has the exact same websites. Secondly, building a website doesn't have to be as difficult as it sounds. It really isn't that hard. If you absolutely can not build your own site (at least try first) then I would recommend hiring to do so. One other thing that should be mentioned is that owning a website is not that expensive anymore. You can purchase a domain name for around \$7 or \$8 a year and hosting for \$5 or \$6 a month. If you're looking at higher costs...shop around.

With a personal website (or simple entry page) you are able to track your visitors (helping in your advertising campaigns), start a newsletter (to build a relationship with your customers), hold and announce specials, contests and/or other events, and personalize your business are just a few important things to mention.

### **Money Issues/Fees**

#### **Hostess Credits/Rewards**

- ✓ Who pays for the hostess credits/rewards?

Hostess credits/rewards are the things hostesses can earn by holding an online party, home party or book/catalog party. Some companies will pay for these themselves and for others the consultant is responsible.

- ✓ What are the hostess credits/rewards?

Take a look at the hostess structure and make sure you're going to be able to work with it.

- ✓ Does the company offer a decent hostess structure?
- ✓ Are there enough credits/bonuses/rewards that you are going to be able to make it worth the while for possible hostesses?

### **Shipping & Handling Charges**

- ✓ Are the shipping and handling charges reasonable?
- ✓ How long does it take to receive orders?

This is a huge issue in the direct sales industry. You'll find customers who aren't willing to buy simply because they don't want to incur the added charges. Be sure to find out if you're going to be able to work with the shipping and handling fees to be delivered to your area and how long it takes to receive your orders.

### **Drop Shipping**

- ✓ Does the company offer drop shipping?

Many consultants who do a lot of business online prefer to deal with drop shippers only. This cuts back on shipping and handling charges, time and packaging. If you're planning on doing business online you'll probably want to look deeper into this aspect. If you have a customer who purchases an item online and your company doesn't offer drop shipping you will have to have the product shipped to you and then in turn you'll have to ship it to your customer. Again, this will be additional shipping charges, additional time and additional packaging. If you are able to keep a large amount of inventory around at all times or you are planning on selling locally only this may not be a problem for you. Find out what is going to work best for you.

- ✓ Are orders shipped to hostesses or are you required to deliver the orders?

Some companies will ship home party orders directly to the hostesses home. You'll want to find out how the company handles this and what works best for you. *Hint: You'll find once you've started your business that having to deliver the products yourself isn't necessarily a bad thing. This will give you additional time to speak with your hostess about future parties, future orders or even possibly the business opportunity.*

### **Order Submitting/Commission Payments**

- ✓ How are you required to submit orders?

Some companies require you to send in all monies collected for all sales and in return sending you a payment of your earnings/commission. Others on the other hand such as PattysPrettyPaper.com allow you take your commission off the top. Here is an example taken directly from the PattysPrettyPaper.com website:

*"Our compensation plan is very simple and you keep your profits immediately. There is no waiting for a commission check. When you take orders from customers, you receive payment of the retail price from the customer, including any tax or shipping. You then place the order with us, at the discount level of 25% from our suggested retail price, through our private consultant page on our website. The difference between what the customer pays you and the order price you place with us is your profit that you get to keep right away!"*

- ✓ Will you be paid monthly, weekly, bi-weekly etc.?

If you are paid by commission checks be sure to find out when/how often will you be paid. Be sure to familiarize yourself with the commission structure for each company that you are interested in. This will save for any confusion later and you'll know exactly how and when you'll be paid.

- ✓ What does the company offer above and beyond normal commissions?

Another aspect to keep in mind are bonuses. Often direct sales companies offer bonuses, trips, cars, cash or other incentives.

- ✓ If you do have to go inactive, what is the fee to rejoin?

Some companies will charge a smaller fee if you have to go inactive for a period of time as others may charge nothing at all or even the same costs you initially invested. If you think this may be a problem at some time you'll want to find out for sure.

Are there any additional fees such as:

- Yearly Fees
- Member Fees
- Renewal Fees
- Administration Fees
- Hostess Credit Fees
- Booking Credit Fees
- Any other "hidden fees"

Be sure to ask...as with anything there always seems to be an extra fee for this that and the other thing.

### **Order Payments**

The following are a few questions to keep in mind when inquiring about the types of payments methods available.

- ✓ What types of payments are accepted?
- ✓ Can you accept credit cards?
- ✓ If so, how are they processed?
- ✓ Are you allowed to accept checks, money orders and cash?

### **Minimum Orders**

- ✓ Is there a minimum amount that must be purchased to place an order?

A few direct sales companies require that the purchase be a minimum amount before it can be purchased. Another thing companies may do is offer different shipping costs for different order amounts. For example some may actually lower the shipping costs if you purchase more. This saves the company additional packaging and workers to fulfil the orders and in turn reward you by lower rates.

### **Status**

- ✓ What does the management opportunity structure look like?

Basically *most* direct sales company work on *management levels* (these can be called various names). What this means is you can start out as a Consultant and move up to Junior Consultant and then Senior Consultant. These of course are example names, each company has their own names for each level you reach. Each of these names show your status in the company. For example let's say you start out as a Consultant and reach \$5,000.00 in sales in 3 months then you could move up to Junior Consultant. Then you reach the \$10,000.00 mark and you get promoted to Senior Consultant. Another common way to structure this is by your downline. How many recruits you have and the sales made by your team.

So a few things to keep in mind about this is...

- ✓ How much money in sales do you need to make to get promoted?
- ✓ How many recruits/downline do you need to get promoted?

### **Recruiting**

Once again each company has their own names for each of these. Recruits, downline and team members are to name just a few. Simply put each of those names mean the same thing...these are people who sign up for the company "under you". You then become their team leader, recruiter or sponsor (again, there are many other names for these also). Whatever the names it's still basically the same idea.

- ✓ Do you earn commission from your recruits?

Some companies are broken down into levels. For example, you may earn 25% commission on all the sales you make. Then you may earn an additional 5% commission on all the sales made by your downline. Some go further and some have some very hard to understand commission structures. Ask to review the structure and if you don't understand it be sure to ask!

A few more questions to keep in mind...

- ✓ Are there any incentives to help in recruiting?
- ✓ Does the company offer enough of an incentive to help you build your downline?
- ✓ What is offered?
- ✓ Does the corporate office pass on any party or distributor leads?
- ✓ If the company does pass off leads, how is it done?
- ✓ Is it done by sales margins, seniority or simply by locality?

A lot of direct sales companies will not let customers purchase without going through a consultant. So often some companies will pass off leads to consultants that are closest to the customer resulting in more business for the consultant.

A few other questions to keep in mind...

- ✓ Does the company offer fundraising opportunities?
- ✓ Wholesale opportunities?

### **Consultant Kits**

As mentioned many times already each company has their own names for each of these also. Consultant kits, Recruitment Kit and Start up kit are just a few to name. Again, whatever the name they basically all mean the same thing. This is usually a package/kit you are required to purchase to become a Consultant.

Direct sales companies do this so that people number one at least put some thought into the business. They're looking for serious people who truly are interested in making money. The second reason for this is because most start up kits include actual products and business materials. Items such as these cost money and to send these things out to everyone who thinks they might be interested could get very costly for the company. This helps to split the freebie seekers from those who are truly interested in the business.

Occasionally some companies like to run sign up specials where you can sign up cheaper than normally or sometimes even free. There's not usually many that offer the free offer. A lot of companies also offer ways for you to earn your kit. Basically how this works is you would collect orders and/or hold parties to earn your starter kit.

Like I mentioned, most companies include actual products or sample products and business literature. They also usually give options of different sized kits to allow you to choose what will fit your needs. But also once again, each company offers different things. The following are a couple examples of some companies kits. *(Please note that these are subject to change. The following examples are true at the time of the writing of this book.)*

### **Patty's Pretty Paper**

<http://www.PattysPrettyPaper.com>

(Quoted from PattysPrettyPaper.com)

#### **Basic Consultant Kit - Price: \$49.95**

- ▶ Business Toolkit - This is our 30+ page toolkit to help jumpstart your business. Ideas, Checklists, Party Ideas, Internet Marketing tips and more
- ▶ Tip Sheets for building your business
- ▶ Policies & Procedures
- ▶ A complete set of product samples which include stationery, notecards, envelope seals, return address labels and a matching votive candle. These sets will vary from time to time.
- ▶ Additional single note card samples for your display.

- ▶ Catalog
- ▶ Retail Order forms
- ▶ Cards and Candles for the Month Club order forms

**Business Builder Kit** - Price - \$159.99

- ▶ Business Toolkit - This is our 30+ page toolkit to help jumpstart your business. Ideas, Checklists, Party Ideas, Internet Marketing tips and more
- ▶ Tip Sheets for building your business
- ▶ Policies & Procedures
- ▶ A complete set of product samples which include stationery, notecards, envelope seals, return address labels and a matching votive candle. These sets will vary from time to time.
- ▶ Additional single note card samples for your display.
- ▶ Catalog
- ▶ Retail Order forms
- ▶ Cards and Candles for the Month Club order forms

**PLUS!**

You also receive 4 weeks of one on one personal business coaching with their “resident” coach, Julie Raque. Julie, known as the “no-nonsense coach”, will help you get your business started the right way. She will assist you in getting organized, setting goals, and more! This is perfect if you are brand new to being in business or just need a business “refresher” if you’ve been a business owner for a while. Valued at well over \$400, you can start your new business with the Business Builder Consultant Kit for only \$159.99 (plus shipping).

**Gabby Goodies**

<http://www.mygabbygoodies.biz/aureliaw>

(Quoted from Gabby Goodies Managing Consultant’s site Aurelia Williams)

*(Please Note: Consultant Manuals are not part of the Kit, but are available for download in our password protected Consultant Area!)*

**Starter Kit** - Price \$29.95 (\$38.20 with s/h)

(Required to purchase to join)

- ▶ 1 - 8oz Bag of Coffee
- ▶ 2 - Perfect Pots
- ▶ 2 - Cappuccinos
- ▶ 2 - Chai teas
- ▶ 2 - Hot Chocolates
- ▶ 3 - Imported teas
- ▶ 1 - Mix (Muffin, Bread or Brownie)
- ▶ 1 - Dip or Cheeseball mix
- ▶ 1 - Seasonal Item
- ▶ 10 - Catalogs

**Deluxe Kit** - Price \$49.95 (\$58.20 with s/h)  
(Not required but to get a really good selection)

- ▶ 2 - 8oz Bags of Coffee
- ▶ 3 - Honey Sticks
- ▶ 3 - Chai Teas
- ▶ 3 - Perfect Pots
- ▶ 4 - Imported Teas
- ▶ 3 - Hot Chocolates
- ▶ 3 - Cappuccinos
- ▶ 1 - Muffin Mix
- ▶ 1 - Cookie
- ▶ 1 - Mix (Muffing, Bread or Brownie)
- ▶ 1 - Dip or Cheeseball Mix
- ▶ 1 - Single Serving Creamer
- ▶ 1 - Soup
- ▶ 1 - Seasonal Item
- ▶ 20 - Catalogs

### **Additional Kits**

✓ Does the company offer additional kits at reduced prices?

Some companies offer additional kits at reduced prices to help build inventory. This would be an important factor to examine if you were planning on keeping inventory, doing home parties, fairs, expos etc.

### **Support Systems**

✓ Does the company offer any type of support or business coaching?

✓ Are there any message boards (aka online communities), team meetings or contact with other distributors in place?

✓ Can you contact the corporate office with questions?

✓ Does the company offer training?

✓ If so, what does it cost or is it free?

Having a strong support system in place is important for your success. You should be able to contact your upline (sponsor, recruiter, etc.) at any time with any questions, comments and/or concerns. If for some reason your upline cannot answer your questions or you are unable to contact her you should be able to contact a corporate office or another alternative.

At DirectSalesHelpers.com we highly recommend consultants who are actively recruiting to keep in constant contact with their downline (recruits, downline, etc.). This builds a strong team and is very helpful to keep consultants motivated and interested. This allows consultants to be able to find the help they need at any time. Be sure that the company you are researching has a reliable support system in place and how it works.

### **Taxes & Legal Requirements**

There are many, many different aspects to look at for tax purposes. Every state has their own rules and regulations. Not only do you have to check with each company but also your state. In this case, the more you know the better. Find out as much information as you can.

A few questions to keep in mind are the following...

✓ How are the taxes taken care of?

✓ Who is responsible for Sales Tax?

✓ Are you required to register with the state?

✓ Are you required to have a Tax ID number?

### **Buy Back Policy**

- ✓ Is there a buy back policy?

If you decide to quit your business a Buy Back Policy is where the company will “buy back” unsold merchandise that you have purchased within the past year. Most companies will pay up to 90% of your purchase price.

### **Non-Compete Clause**

- ✓ Does the company have a non-compete clause?
- ✓ If so, how does it read and can you work with it?

Many direct sales companies have non-compete clauses in place which basically mean that once you sign up with that particular company you are not allowed to sell items from any other direct sales companies. Some companies will not allow you to sell for any others while others may allow you as long as it is not a similar company.

### **Returns/Guarantees**

- ✓ Does the company have a return policy in place?
- ✓ If so, what does it look like?
- ✓ Can you easily return goods/merchandise?
- ✓ Does the company offer satisfaction guarantees?
- ✓ Again, if so, what do they look like?

No one likes to deal with returned merchandise or damaged goods but the fact is it happens every day. Through human error, shipping error, unsatisfied customer or whatever the problem may be you're probably going to encounter it one time or another. So you must be assured that the company you will be working with has a plan in place and one you agree with. Satisfied customers are the life-blood of your business and if you can't keep your customers satisfied you won't have a thriving, successful business.

In conclusion, the more research you do the better. Research, research, research and just when you think you've done enough ... do more! Too many times I've seen recruits get completely excited about a company and she jumps right in without any research or comparing only to find out a month from joining that she can't sell the products or it costs too much to ship to her and customers don't want to pay high costs. Just because one company is perfect for one person doesn't necessarily make it perfect for everyone.

About the authors....

Kara Kelso and Anita DeFrank are work at home moms to two children each. Together they co-own DirectSalesHelpers.com, Mommy's Helper - Mom's Market Ezine. As a team they're committed to helping work at home moms become successful direct sales women through The Direct Sales Success Kit and one on one personal coaching at the private membership site at DirectSalesHelpers.com.

For more information on the Direct Sales Success Kit  
<http://www.DirectSalesHelpers.com>

At the end of this book you'll find a complimentary Direct Sales Company Comparison Worksheet. Feel free to make copies of this worksheet to compare various direct sales companies to find the perfect one for you. Please also feel free to email us and let us know when you do!

The following is a collection of some direct sales companies that might be of some interest to you. Please note that the following is subject to change and were true at the time this book was written.

## **Bright Minds**

### **Manya Hozen**

*Independent Senior Consultant #372499*

Phone: 503-873-4429

Email: manya@inspirebrightminds.com

Website: www.InspireBrightMinds.com

Reasoning and Thinking skills for all children.

### **Products**

We have many fun books and cds that are guaranteed to promote better grades and test scores.

### **Consultant Kits**

To become a consultant, you need to purchase a kit at \$169.99 plus taxes and shipping. You can earn this cost back by selling \$1000 in you first full calendar month. If you sell \$500 you will receive 50% off the kit cost.

### **Territory Restrictions**

There are no assigned territories.

### **Can you advertise online?**

Yes, you are permitted to advertise online.

### **What does a website cost?**

\$60 per year after your first year.

### **Quotas**

To remain active you must sell \$300.00 per year.

### **Commission Structure**

Commission is 25% and up.

### **Is there any available training?**

There is individual trainings from upline and also 4 training calls per month, where you get to speak with the Vice President, and also on occasion, the owner will be on the call!

### **Is fundraising available?**

We offer fundraisers, and book fairs for schools and groups.

### **What type of payments are accepted?**

We accept all credit cards.

### **Additional Fees & Hostess Specials**

As consultants, we do not get fees when credit cards are used and the company pays hostess and guest specials.

### **Product Guarantee**

We are so confident about our products we have a full money back guarantee!

## Country Bunny Bath & Body

### **Kerri Knack**

Email: gnowithkerri@hotmail.com

Website: <http://www.cbunnyrep.com/6627>

### **Types of Products:**

Country Bunny Bath & Body offers bath & body products that do not contain harmful ingredients such as alcohol, mineral oils, lanolin and DEA.

### **Online Advertising:**

Yes, consultants are permitted to advertise online.

### **How many consultants are there in your community?**

None, over 7000 nationwide

### **Territory Restrictions**

Country Bunny Bath & Body does not have any territory restrictions.

### **Home Parties:**

Country Bunny Bath & Body recommends holding home parties but not require them.

### **Promotional Materials**

Some promotional materials will come with your business kit and then consultants can acquire promotional materials by purchasing them from the company. I also make my own at home or order through VistaPrint.com

### **Promotional Material Pricing**

Promotional material pricing starts at 10 cents.

### **Sales Quotas**

To stay active you must sell \$300 retail every 6 months

### **Inventory Requirements**

Country Bunny Bath & Body does not require you to keep any inventory.

### **Company Websites**

The first year is free and then it costs \$12.00 per month. It does cost less if you pay for 6 or 12 months at a time.

### **Who is responsible for hostess credits/gifts?**

Country Bunny Bath & Body gives the free host gifts and ½ price items. Sometimes there are host gifts that we can purchase to use as incentives for bookings.

### **Shipping & Handling Prices:**

\$4.95 for orders up to \$49.99, 10% off retail from \$50 - \$99, and 8% of retail for orders over \$100.

### **Delivery Time**

CBBB process orders within 2 - 3 business days. You can expect orders in 8 - 10 business days from the time the order is submitted. Majority of my orders have shipped within 24 business hours.

### **Dropshipping**

CBBB offers dropshipping and the rates are the same as regular shipping.

**What are the Commissions?**

15% for monthly sales up to \$499  
20% for monthly sales of \$500 - \$999  
25% for monthly sales over \$1000

**How are commissions Distributed?**

Commissions are mailed on the 7<sup>th</sup> of the following month or the next business day if it is a weekend.

**Additional Bonuses**

You can earn percentage on your downline and team as well as various contests.

**What types of Payments are accepted?**

Check and major credit cards.

**Is there a minimum amount per purchase?**

No

**Are there any additional fees?**

No

**Dowline Incentives**

Percentage of your downlines sales provided you have \$300 in retail sales the same month.

**Fundraising Opporutnities**

Yes, please visit [www.HopFund.com](http://www.HopFund.com) for more details.

**Start Up Kit Pricing**

\$89.00 plus \$7.00 shipping, no sales tax

**Training**

CBBB offers a training video, monthly meetings and monthly conference calls.

**Taxes**

There are only taxes for where the orders are being delivered to.

**Buy Back Poicy**

Available for unused materials.

**Non-Compete Clause**

There is none unless you plan to make this your primary business for lead purposes.

## Fruta Vida International

### Dawn Orbeck

Phone: 810-895-4408

Website: <http://www.FamilyHomeBiz.biz>

Email: Dawn@FrutaVidaSales.net

### Types of Products

Fruta Vida International markets and distributes a power-packed health juice, Fruta Vida, which contains Acai berries, Cupuacu, and Yerba Mate from the Amazon Rainforest. This vitality drink treats consumers to energy and a veritable feast of antioxidants, anthocyanins and essential vitamins and nutrients. This top quality juice product garners an unprecedented 79% re-order rate month after month! A caffeine-free version is being introduced in the near future.

### Can you advertising online?

Online advertising is permitted but content and design must be pre-approved by Fruta Vida International.

### How many consultants are there in your area?

Fruta Vida is a new division of a 10 yr old company, but as such, the number of representatives in each area is still very low. There is a huge market available for anyone interested in marketing locally and/or online.

### Any territory restrictions?

No.

### Requirement to hold parties?

There is absolutely no requirement whatsoever to hold parties. Having parties is just one of many ways to market and distribute this awesome nutritional beverage.

### How can consultants acquire promotional materials?

Promotional materials are available from the corporate website (pamphlets, flyers, business cards, etc.) Our Fruta Vida team (which you are able to join free via <http://www.FamilyHomeBiz.biz>) also offers several additional promotional items for free and for purchase. Alternatively, you are permitted to design your own materials but must have them pre-approved for use by Fruta Vida International.

### Promotional Material Pricing

- ▶ 100 Fruta Vida Brochures (Spanish or English) - \$12.75
- ▶ 10 "Ask Me How" Buttons - \$10.00
- ▶ 1 - 2X8 Banner - \$65.00
- ▶ Fruta Vida T-Shirt - \$9.95 each
- ▶ 25 Sample Bottles Fruta Vida Product - \$25.00

### Quotas?

No quotas.

### Requirement to keep inventory?

No requirement to keep inventory, but there is a wholesale option available for those who are interested in selling the product at retail.

### Company Websites?

Fruta Vida International provides a free website to every distributor (example: [www.FrutaVidaSales.net](http://www.FrutaVidaSales.net)). As a member of our Fruta Vida team, you will receive an additional 'free website' (example: [www.FamilyHomeBiz.biz](http://www.FamilyHomeBiz.biz)). This second website also offers several 5 different 'landing' pages for you to select based on your target audience.

## **Commission Structure**

### **Two Membership Levels - Standard and Premium**

- ▶ Fast Start Bonus  
Pays \$20-\$70 for every personally sponsored Member. Paid weekly.
- ▶ 100% Matching Bonus  
This is our 'piece-de-resistance'; very rare among network marketing companies.
- ▶ 100% Matching Bonus on all personally, sponsored members  
If the person you sponsor receives a \$1000 commission check - so do you!
- ▶ 2X7 Expanding/Compressing Matrix  
The best in the industry!

### **Additional Bonuses**

Roll-Up bonuses available to first Premium member in matrix - up to \$50.  
Additional bonuses on SuperPack (wholesale 12 pack) sales.

### **What Types of Payments are Accepted?**

Credit Card and Personal Check

### **Is there a minimum purchase amount?**

There is a minimum purchase amount of 1 bottle per month (\$39.95) to be eligible for matrix commissions, but this is VERY easy to do as most people LOVE the product and usually will purchase 2 or more bottles each month for themselves and their family members. A purchase of 4 bottles per month qualifies you for Premium Membership with greater commission potential.

### **Wholesale Opportunities**

As a Premium Member you are eligible to purchase a 'SuperPack' of 12 bottles at a cost of \$220, or \$18.33 per bottle. These bottles can sell at retail for no less than \$39.95 each.

### **Training**

We offer weekly training sessions for new members and have also contracted free training through one of the most well renowned experts in the field of network marketing. We place very high priority on training for success in the field of network marketing.

### **Return Policy**

We offer a non-conditional, 30-day money back guarantee on full or empty bottles of Fruta Vida. This is definitely a risk-free opportunity.

## Good Books & Company

### **Beverly Schweigert**

Phone: (724) 248-0205

Website: <http://www.bevschweigert.goodbooksandco.net>

Email: bevschweigert@yahoo.com

In the Spring of 2002, six women began to hold home shows in 3 states, bringing women and good books together. Now Good Books & Company continues to grow, with new consultants joining weekly.

If you like reading good books, and telling friends about them, this is a great opportunity to do just that. Consultants offer quality, carefully selected products – including books about living the Christian life, Bible Studies, fiction, devotionals, children and teen books, and gift items – all related to faith and friendship. In addition to home shows, we also offer online ordering, catalog shows, fundraisers, library builders for churches, preschools and groups, and an amazing Ministry Affiliate program for churches.

Good Books & Company was created by Lisa Bergren and Rebecca Price, who had been part of the Christian publishing industry for many years. Frustrated that excellent books often did not reach enough readers, they decided to help bridge the gap. Home shows with knowledgeable consultants who could match the right book with the right guest seemed to be the answer. And when good conversation about faith, friends, and family was added to the mix, something very special occurred! Good company combined with good books based on The Good Book.... Good Books and Company was born!

Our consultants are vibrant, active women of all ages and all seasons of life! Some are mothers of young children who are looking for a way to supplement their family's income but still allow them to stay home with their children. Others are full time professionals who need a creative outlet for ministry and connections with other women. Still others are empty nesters who are interested in helping non-profit ministries and schools stock their libraries and programs with great resources. We're as varied as all the women you know!

Good Books & Company is part of the Christian book and gift industry. Our target market is the Christian woman who does not regularly shop at her local Christian book store. Our primary service is showcasing Christian books and gifts to the customer in a home party atmosphere where consultants with strong product knowledge present a range of excellent products. We obviously cannot offer all Christian books, however we strive to bring you the best of the best, and to develop a level of trust with our customers that will enhance future sales. At any given time, the GB&Co catalog will carry approximately 250 books, plus about 30 gift items. Product cycles rotate approximately every five to 6 months. Our ultimate goal is total customer service, something very difficult to achieve in most bookstores.

**Personalized Consultant Websites** – Our consultants receive a fully functional personalized website (web-based order processing, personal website) and access to the eSuite Business Tools where you can place and track orders, purchase promotional items, set up your website and choose recommended titles for your site. You can advertise your GB&Co business online and offline, however you cannot use the company logo without permission from the corporate offices. The first six months are included in your Starter kit. After that, you are charged \$6 a month for the GB&Co eSuite Business Tools.

**Profit, Inventory and Minimums** – You'll earn 25% retail profit (your discount) on the net sales of your shows and internet orders. As you recruit and build your business through the people on your team, you also earn bonuses based on their sales and your team volume. We do not ask Consultants to carry inventory in their own homes – just samples of books and gifts they'd like to display at their home shows. All orders are shipped directly from our warehouse to your customers. There are no monthly minimums to remain a consultant. If you decide to take a month off, then that is your privilege. There are however, quarterly minimums. To remain active, you must place \$500 in net retail sales in any rolling 3 month period.

**Ordering Information** – Home show orders, group orders and individual orders can be placed through

the GB&Co consultant websites. There are no minimum orders. All orders have an 8% shipping and handling fee added, and state sales tax where applicable. Hostesses earn hostess credit on their total sales. This credit is offered through the company, not the consultant, so the consultant does not have to use any of her profit on hostess credit. Most orders are shipped within 3-5 business days of being ordered, usually sooner, so the hostess should have her merchandise about a week after her show. Orders can be shipped directly to the hostess or to the consultant. Payment can be made with cash, check or credit card. For home shows, the hostess can pay for her show with a check made out to the consultant or even multiple credit cards. The consultant can then deposit the check into her own checking account and place the order using a debit card and any credit cards that were used. The consultant can choose to either pay the full amount of the show and receive a commission check for the difference, or can pay everything but the profit so she has her commission immediately.

**Starter Kit Options** – There are three kits available; \$99 for the Basic Kit, \$199 for the Solid Basic Kit and \$299 for the Great Beginnings Kit. All kits include catalogs, order forms, invitations, 6 months access to the GB&Co eSuite Business Tools with a personalized website and our Consultant handbook – everything you need to get started! The \$199 kit also includes 15 of our top selling books. The \$299 kit includes 25 of our top selling books. We offer a Fast Start Award Plan where you can earn additional free books based on your sales the first 3 months in business. If new consultants hold a minimum of six qualified shows (\$100 or more in product sales, each show) within the first two months, and schedule additional shows from those shows, they will have no problem obtaining these awards.

Good Books & Company seeks to constantly encourage and recognize work well done. Awards include additional samples, cash bonuses, spa days, weekend getaways, exotic trips and more!

There are no territory restrictions with GB&Co. We currently have Independent Consultants in 20 states and counting! We are very excited about what's been happening in our company in the past year and how we're set for tremendous growth during the next year! This is an amazing opportunity to get in on the ground floor! Our first 500 consultants will always enjoy special status with our company. As a new company, our territory is wide open and the opportunity is greater than ever! And, the need is great in our world to reach out to everyone with quality, Christian resources.

If you love working with others who want to work from home and grow in the love, Grace and knowledge of God, then this is the business for you. You can share vital, life-changing products (and some purely fun ones too) with your friends, neighbors and family, and make money too.

## **The Greeting Cake Company**

### **Anita DeFrank**

*Independent Distributor #0504638*

Phone: (717) 436-8957

Website: [www.EasyBakeGreetings.com](http://www.EasyBakeGreetings.com)

Email: [mommyshelperonline@yahoo.com](mailto:mommyshelperonline@yahoo.com)

### **What are Greeting Cakes?**

A Greeting Cake is a fun gift and a unique way to send your sentiments. Each 4 inch round microwavable Cake Kit includes, Cake Mix, Frosting, Sprinkles, Candle, Mini Spoon and Confetti just for FUN. The kit has everything you need to make a cake in just under two minutes. All you have to do is add a little bit of water. These cakes are so easy a child can make them! (Mine have) They serve as both the greeting card and gift together. Greeting Cakes also make the perfect quick, easy, inexpensive and very little mess craft project that both you can your child can enjoy.

### **How do I become an Independent Distributor?**

In order to become a Distributor you need to submit an Application and purchase one of our five startup kits. The prices of these kits range from \$15 - \$160. (See details below.) Once you have submitted your application, you will be taken to a page to order your kit, and print out your W-9 Form. We cannot process your application until we have received a paid kit order and a completed W-9 Form.

### **What is included in my Distributor Kit?**

These kits are pre-packed and you cannot add or subtract certain sentiments. The cake designs may vary from month to month as the seasons, or popularity of a cake change. The paperwork included gives you some of our basic forms you may find helpful for your new business, such as order forms for you and your customer, a copy of our flyer and catalog, and information sheet with quick look up information. These items may change or be added to from time to time.

Paperwork Kit - \$15 plus shipping – This kit includes 10 catalogs, 5 tri fold flyers, 5 double sided flyers, 2 distributor information flyers and regular paperwork needed for your GCC business.

Basic Kit - \$20 plus shipping – This kit includes 6 of our most popular cake kits and the necessary information to get started.

Basic Plus - \$35 plus shipping – This kit includes 12 of our most popular cake kits, and the necessary information to get started.

Premium Kit - \$63 plus shipping – This kit includes 12 cakes (4 of each flavor), 4 cup cakes (1 of each color), 5 catalogs and the necessary information to get started.

Ultimate Kit - \$160 plus shipping – This kit includes 24 cakes, 8 cup cakes, 20 catalogs, 10 tri fold flyers, 10 double sided flyers, 5 distributor information flyers, website set up and all necessary information to get started.

### **What are my tax requirements?**

Each distributor is recommended to follow up with their state to find out about the tax laws that govern them. Some states and cities require you to have sales tax licenses for our items, others see them as food items. Some states will also require you to have business licenses. Please make sure you look into this before you begin selling. The GCC does not collect sales taxes from distributors and does not pay employment taxes of any kind.

### **What are the Sales Quotas?**

As a distributor you must place an order quarterly, of any size to remain active. This can be even just one cake.

**How long does it take to get an order?**

GCC does their very best to make sure all orders are shipped within 48-72 hours. 2 more days in USPS travel must be included in this. Orders placed after Friday at noon (mtn.) will be shipped on Tuesday.

**How are my cakes shipped?**

GCC ships using priority from the USPS. Shipping rates are figured by weight of the package and distance from Denver, CO to the destination. New shipping methods are on the way. All orders are given tracking numbers, which confirm delivery.

**Does the company drop ship my orders to my customers?**

The GCC will drop ship orders. There is no information added to the shipments and it is the responsibility of the distributor to follow up on orders they place for drop shipments.

**What commissions am I paid?**

Independent Distributors purchase products at wholesale (\$2.75 each) and sell at retail (\$5.00 each) giving you profit of \$2.25 per cake. Distributors, who have submitted W-9 forms, are paid commissions that come through company websites and from fundraisers. If the distributor has a downline they are paid a percentage of their downlines wholesale order totals. 1st line pays 5%, 2nd line pays 3% and 3rd line pays 1%. There are also quarterly override bonuses and overrides for higher-level distributors. Commissions are paid at the end of every month and are sent out around the 7th of the following month.

**Where can I sell the cakes and other products?**

As a distributor you may sell the cakes online, to retail outlets, craft fairs, person to person, fundraising, or home based parties. There are no restrictions on where you sell.

**How much does the shipping and handling cost?**

The shipping and handling charges vary depending on how many cakes you order and where they're being shipped. The shopping carts on the GCC websites are set up to have different shipping prices for each state and the quantity. The more cakes you order the cheaper the shipping and handling is per cake.

**Can I order a Distributor Website?**

You can order a company website. The cost for set up is \$20 and \$7.50 per month auto billed after that. Orders from websites come directly to the company and are dropped shipped. A commission check is then issued to the distributor at the end of the month.

**Can I have my own website?**

If you have your own website you may use it to collect orders and then place the order through the company website. To use your own website you must be a distributor, and you must state on your site that you are a distributor of the Greeting Cake Company and your distributor ID must be included. You may copy the cake designs to your site.

**How do I obtain printed materials? Catalogs, Flyers, Etc.**

GCC materials are available for downloading and self-printing off of our website. You can also order materials from the Home Office directly from the website. Logo wear, business cards and other promotional items are coming soon.

**Do you offer Fundraisers?**

Yes, we do offer fundraisers. The organization must have a non-profit tax number and a contact person. The organization orders the cakes, in case lots, for \$3.75 each and GCC recommends that they sell them for \$6.00 each. Shipping on fundraisers is 10% of the wholesale cost. The distributor is paid 25% commission on the wholesale total. We have a set of 11 popular cakes designed to sell for your fundraisers. These cakes are non-interchangeable. Participants can earn free cakes for every 5 cakes sold. Fundraisers take 2-3 weeks for processing and funds must be received prior to shipment of the fundraiser.

**What products do you offer?**

Chocolate Cake w/ Chocolate Icing

White Cake w/ White Icing

White Cake w/ Chocolate Icing

Cup Cakes – Just like our other kits, which are microwaved in their containers, this unique gift is microwaved right in the mug.

**What kind of training/support does the company provide?**

You can contact the home office any time about anything if you need. GCC has a distributor message board for all distributors that you can come to at any time with questions, comments and/or concerns. My upline and myself also provide extra training on a regular basis.

And last but certainly not least by joining my team you will also get a free copy of "The Direct Sales Success Kit" from [www.DirectSalesHelpers.com](http://www.DirectSalesHelpers.com) I co-wrote The Direct Sales Success Kit and this is a private offer by me only.

So, as you can tell support/training around here is certainly not a problem.

**How many GCC Distributors are there?**

We have somewhere around 1000 distributors nation wide. At this time we do not accept applications for international distributors, however, if you are interested in this you can drop us an email and we will put you on the list for future openings.

## **Jafra Cosmetics**

### **Vanessa Laster**

Phone: 866-428-9480

Website: [www.MyJafra.com/VLaster](http://www.MyJafra.com/VLaster)

Email: [beauty@royalpamper.com](mailto:beauty@royalpamper.com)

### **Types of products**

Cosmetics for adults and teens; fragrances for adults and teens; skin care products for adults and teens; and spa products.

### **Can you advertise online?**

Yes! The company website is \$60 a year (\$5 a month). A rep can use approved links to advertise online. It is not mandatory to have the company website in order to advertise online.

### **How many consultants are there in your community?**

Even though Jafra is not a new company (almost 50 years old), there is not a lot of reps in my community. The majority of the reps are located on the West Coast of the U.S. As you start moving east the number of reps per community drops dramatically. There are only two in my state right now and we are both on different ends. You would not have to worry about having no support because our team is very supportive even with reps all over the United States.

### **Any territory restrictions?**

There are no territory restrictions in the U.S. Right now Jafra is not signing up reps overseas. My sister joined and she is stationed in Belgium and used our mother's address as her consultant address. So for military personnel there are ways around this.

### **Requirement to hold home parties?**

No! This is your business you can run it how you want. You do not have to hold Pamper Sessions, as our home parties are called, if you do not want to.

### **How can consultants acquire promotional materials?**

A consultant can either purchase the material already printed for them by Jafra or download it from the Jafraz website.

### **Promotional material pricing**

If you only need a few the pricing isn't bad. But, if you need hundreds then it is better to download and print yourself.

### **Quotas?**

You must place an order within 120 days of signup. Anytime you order you must at least place a \$100 retail order. In order to remain active you must at least place a \$100 retail order every 4 months.

### **Requirement to keep inventory?**

No! Keeping inventory is your choice.

Company websites - Yes! You can have a company website for \$60 a year (\$5 a month).

### **Who is responsible for hostess credits/gifts?**

The consultant is responsible for the hostess gifts.

### **Shipping and Handling Prices**

Shipping is based on the size of the order with a \$2 per order discount if it is placed online. The most they charge for a \$400 retail order is 15.95 - \$2 if done online. You can choose UPS, FedEx, or USPS. You will receive a tracking number if you choose shipping by either UPS or FedEx. With USPS you don't get a tracking number. I can tell you from experience that sometimes the Post Office is fast and sometimes they are slow. I have since switched to FedEx since they ship on Saturdays.

**Delivery Time**

This depends on which carrier is used and where you live. They have a few shipping docks to help cut down on the time. They have packages shipping out California and New Jersey.

**Drop Shipping**

No drop shipping. All orders are shipped directly to the consultants and then the consultants distribute them to the customers.

**What are the commissions?**

If you place at least a \$300 retail order on a monthly basis the commission is 50%. If your order is between \$100 - \$299.99 then the commission is 30%.

**How are commissions distributed?**

You get your commission when the customer pays you. You pay Jafra the cost of the order minus your commission. So get your money up front.

**Is there any additional bonuses?**

Here are just two of Jafra's additional bonuses: Earn a \$200 bonus when you achieve \$6400 ordered and paid retail sales & Earn a \$500 Bonus when you achieve \$12,800 ordered and paid retail sales.

**Inactive Fees**

None. You must place a \$100 retail order every 4 months.

**Any other additional fees?**

The only fees are for your kit and if you decide to have a company website.

**What types of payments are accepted?**

Cash, Money Order, Cashier's Check, MasterCard, Visa, and Discover.

**Is there a minimum amount per purchase?**

You must place a \$100 minimum order each time you order unless you have already placed a \$300 retail order that same month.

**Start Up Kits and Prices**

Jafra has a \$39 classic starter case and a \$179 Consultant Business Case that is available all the time. In addition to these two kits there are special kits each month. Contact me to inquire about the month's special.

**Training**

There is a training DVD included with kits as well as weekly calls and literature on the Jafrazbiz website.

**Taxes**

The consultant are charged sales tax on each order placed.

**Buy Back Policy**

Jafra has a product guarantee. If for any reason a client should find any product unsatisfactory the consultant will need to contact Consultant Services.

**Non-Compete Clause**

You must not be actively selling with another Direct Sale company that sells primarily the same products as Jafra.

**Return Policy**

You must notify Jafra within 14 days of the invoice date of any discrepancies. A return label is available with each order.

## **Kitty Spa Delights**

### **Dawn Busch**

*Director of Consultant / Chief Operations Officer*

Website: [www.kittysspadelights.com/KF03](http://www.kittysspadelights.com/KF03)

Email: [dawn@kittysspadelights.com](mailto:dawn@kittysspadelights.com)

Kitty's Spa Delights is not just another Bath, Body and Candle Company. It's a Unique Experience. We officially launched October 1<sup>st</sup> and have an awesome "Home Office" Team that provides our consultants with constant support and encouragement.

We are pleased to bring to you a wonderful variety of hand crafted & poured scented soy candles. Soy candles are made from soy wax for longer & cleaner burning candles. Triple scented soy candles give you the strongest smelling soy candle around. Soy candles are just the gift to give yourself or a loved one.

We also bring you the purest of bath, body, shower gels, lip balms, body butter, scrubs & moisturizing lotions to pamper you. It's all about velvety soft, healthy skin. We use only the best quality ingredients in our Bath & Body line. The lotions & gels leave you feeling soft, smooth and smelling great! The scrub will take off winter's dry, chapped skin and get you ready for summer. No more scales, just soft, yummy skin!

### **Our Products**

Our products are individually made to order by one of the top candle and toiletry makers, (based in Joplin, MO) in the handcrafted business.

### **Advertising Restrictions**

KSD allows online advertising & selling, as well as offering "Kitty Gatherings" for our customers. We do not, however, allow selling on e-bay or online auctions and cannot display our products with other candle company products.

### **Home Party Requirements**

Home parties have a low minimum requirement of \$150.00 to qualify for Hostess rewards.

### **Advertising Materials**

Advertising materials must be approved by the owner but catalogs, business cards & advertising materials can be printed by your or ordered online via our link.

### **Quotas**

No monthly quota, quarterly quotas as low as \$100 per quarter.

### **Inactive Fees**

If you do not have any sales for 2 consecutive quarters, or 6 months, you will need to re-apply to KSD.

### **Inventory Requirements**

Consultants are not required to maintain any inventory, unless they wish to. Tealight candles are available in sets (1 of each scent we carry) at cost.

### **Websites**

KSD offers website redirects at \$20 a year. You can design your own or you can purchase the redirect. You can design your own with a link to the main site. Use of the company pictures and descriptions is allowed on your site. If designing your own site must be approved by the Home Office Team.

### **Who is responsible for hostess credits/gifts?**

KSD pays the hostess credits. If consultant wishes to offer percentages off, they are responsible for that.

### **Shipping & Handling Prices**

Shipping \$9.95 for \$0 - \$50.00 KSD pays handling fee.

**Delivery Time**

All products are made upon order. The order usually ships within 7 days, maybe longer during holiday season.

**Dropshipping**

There is dropshipping available direct from our supplier on orders over \$50.00. KSD will hold smaller orders till the \$50 minimum is made and ship then.

**What are the commissions?**

Commissions range from 30% to 50%.

**How are commissions distributed?**

If consultant places the order, they deduct their commission before submitting order. A voucher code is used to automatically calculate cost after commission. If a customer places an order via the website, a check will be mailed to the consultant on or around the 15<sup>th</sup> of the month.

**Is there additional bonuses?**

There are several bonuses. You receive fantastic support from Home Office Staff. We offer a very dedicated Home Office Staff that does everything they can to make sure your questions are answered quickly & accurately. Contests are held regularly and additional prizes and bonuses can be earned.

**Any other additional fees?**

\$10 sign up fee and you are required to purchase a kit within 30 days of approved application. Your \$10 application fee will be credited to your kit choice until December 31<sup>st</sup>, 2005, then the fee will not be applied to kit prices.

**What types of payments are accepted?**

Payments are accepted via paypal, mailed check or money order. We are also looking into accepting credit cards.

**Is there a minimum amount per purchase?**

There is a \$20 minimum purchase required to place an order via our website. If you wish to place an order with one our Spa Consultants, there is no minimum.

**Opportunity Structure** – from lowest to highest

Spa Consultant, Spa Manager, Sr Spa Manager, District Spa Manager, Top Cat District Manager, Wholesaler

**Downline Incentives**

First downline pays 5%, second downline pays 8% and third downline pay 2% and fourth pays .5%

**Fundraising Opportunities**

We are designing our fundraisers now.

**Wholesale Opportunities:**

- ▶ Earns 40% Commission on Retail Sales.
- ▶ Personalized Webpage available.
- ▶ This Position does NOT recruit or receive team overrides.
- ▶ A \$25 Bonus will be paid for any new accounts referred to us by the Wholesaler.
- ▶ A \$25 Bonus will be paid for any recruits for consultants that sign up with us.
- ▶ Advanced notice of new product launches.
- ▶ Required to be Active Each Month (Places \$50 in Retail Product Purchase Each Month.)

**Start Up Kits and Prices**

There is a \$10 non-refundable application fee. You have 3 possible choices for kits. You can purchase a Candle Sampler kit for \$38.95 (shipping included), a Bath & Body Sampler kit for \$38.95 (shipping

included). Your \$10 application fee will be credited to your kit choice until December 31<sup>st</sup>, 2005, then the fee will not be applied to kit prices. You can purchase one or both kits.

**Training**

Company provides training calls twice a month and your upline Manager also conducts training.

**Taxes**

A W9 form is required upon application. Income from web sales and bonuses will be reported the IRS when they are over \$600 for the year. You are responsible to keep track of your own sales and use taxes and report them to your state.

**Buy Back Policy**

KSD will buy-back your Kits and samplers, if you decide to leave the company within 60 days of joining, at 85% of the original retail purchase price. Shipping them back to the company is your responsibility. Once these are received by the home office in as purchased condition, the refund will be processed. No buy backs for other purchases will be made due to the fact KSD does not require you purchasing inventory. This is your choice to purchase these.

**Non-Compete Clause**

You cannot display on webpage or on a table any other candle or bath & body products with KSD products.

**Return Policy**

KSD will only accept returns if item is damaged. No returns are accepted because the buyer didn't like the fragrance.

## Passion Parties

### Care Brown

Phone: 831.917.9095

Email: admin@passionpartiesbycare.com

Website: www.passionpartiesbycare.com

**Passion Parties®** is a direct selling company specializing in the sale of sensual products. The company was founded in 1994 by a team of industry experts who recognized the value of bringing quality sensual products to couples throughout North America. Our products are designed to encourage intimacy and communication between partners and are presented in one of the most personal and educational venues available in 21st century marketing—the in-home party.

Passion Parties' products include our exclusive RomantaTherapy® Collection which features pheromone-enriched bath and body products, edibles, and our best-selling Pure Satisfaction UniSEX Enhancement Gel; a wide range of flavors of passion edibles in powder, pudding, and gel form; books, CDs, games, dice, body decorations, ticklers, and blindfolds; lingerie, lubricants and toys.

There are only 9,000 consultants throughout the US and Canada doing about 10,000 parties per month. For every 1 consultant, there are 10,000 potential customers and there are no territory restrictions.

To become a consultant, you would purchase a demonstration kit. The demonstration kit chosen will determine how much profit is made. There are three kits available:

Passion Starter Kit - **\$100** (\$266 value) plus S+H  
**10%** buying discount (commission)

Passion Pac #1 - **\$250** (\$636 value) plus S+H  
**25%** buying discount (commission)

Passion Pac #2 - **\$450** (\$1054 value) plus S+H  
**40%** buying discount (commission)

Every kit comes with all the business materials needed to start such as catalogs, order forms, sponsoring brochures, and a business owner's manual as well as a selection of bath and body products, edibles, and toys. **There are opportunities to increase the buying discount with retail sales so that every consultant may obtain the 40% buying discount.** New consultants may also place a one time only order of \$2,000 retail at a 50% buying discount once they have reached the 40% buying discount. There are no inventory requirements.

A consultant buys at a discount and sells for full price. Your profit is in hand the moment a sale is made and paid for by the customer. Consultants may choose to accept any form of payment from customers and can pay for orders placed with corporate by Visa, MasterCard, Discover, money orders, cashiers check, or personal checks (after an initial 90-day period). A consultant must collect sales tax from each sale. Corporate will collect sales tax from the consultant for each order placed by the consultant but Corporate will remit payment to each state on behalf of the consultants.

Bonuses are based on retail sales in a calendar month:

Retail Sales	Bonus
<b>\$10,000+</b>	<b>\$1,000</b>
<b>\$9,000</b>	<b>\$900</b>
<b>\$8,000</b>	<b>\$800</b>
<b>\$7,000</b>	<b>\$700</b>
<b>\$6,000</b>	<b>\$600</b>
<b>\$5,000</b>	<b>\$375</b>
<b>\$4,000</b>	<b>\$300</b>
<b>\$3,000</b>	<b>\$150</b>
<b>\$2,000</b>	<b>\$100</b>

There are also downline (consultants you've sponsored into the business) bonuses which can equal up to 5% on three levels deep. Bonus and override checks are processed and mailed on the 10<sup>th</sup> of the month.

To remain an active consultant, consultants must place \$600 personal retail sales volume in any rolling 6-month period. If a consultant decides not to be a consultant anymore, Passion Parties® will buy back any marketable product at 90% of the original net cost (after discount). There is an \$18 yearly renewal fee due on the anniversary of the consultant's enrollment date.

There are different leadership levels attained through the number of consultants sponsored, personal monthly sales, and downline sales. Once the top level leadership position, Executive Director, is attained, **there is an opportunity to earn a monthly car allowance of \$400 and a quarterly home allowance of \$3,000.**

Consultants may advertise online and a free company website is provided with any kit purchased. Websites can be upgraded to an Elite level (\$19.95 per month) which includes a shopping cart to allow for web orders or to a Premium level with corporate party and consultant lead rotation (for Team managers and above at \$29.95 per month) also with a shopping cart. Consultants may also advertise in newspapers, on radio, or with a car decal.

Training is provided to each consultant through the consultant's sponsor, a business owner manual, a training video, a monthly newsletter, monthly meetings, teleconferences, and a yearly convention.

Consultants provide tasteful, informative presentations about Passion Parties® products in the comfort of women's' homes. A consultant is expected to give the hostess 10% of the retail sales when a consultant-defined minimum is reached (\$200 retail is the minimum defined by Corporate and considered a party). For example, a consultant determines that \$350 retail is their personal minimum for the hostess to receive her credit; the party reaches \$350 retail and the hostess would then receive \$35 in free product of her choice. The consultant then places an order with Corporate for the orders of the party. Shipping is determined by the retail plus non-discount total ordered and ranges from 2%-6% of that total. Expedited shipping may be chosen for an additional surcharge. The consultant packages each order individually and then delivers them to the hostess for distribution or may choose to ship/deliver to each individual guest.

Come be a part of the premier company for in-home sales of sensual products. Come be a part of the company that has been featured in such publications as "**O, The Oprah Magazine,**" "**The New York Times Magazine,**" "**Chicago Tribune,**" and featured on national TV programs like "**ABC's Primetime Thursday,**" and "**CNN's Anderson Cooper 360°.**" You can start your business with less capital investment than any franchise in the market and earn back your investment within a few weeks.

**Unlimited Income, New Dream Home, Company Car, Exotic Trips, Flexible Hours, Family, Fun, Freedom**

**YOU CAN HAVE IT ALL!**

**Passion Parties®  
Where Everyday is Valentine's Day**

For more information about becoming a Passion Parties consultant, please contact:

Care Brown  
831.917.9095  
admin@passionpartiesbycare.com  
www.passionpartiesbycare.com

## Simply Fun

### **Kristi Parker**

Email: IBCKristi@hotmail.com

Website: <http://Kristiparker.simplyfun.com>

*The mission at SimplyFun is to promote the importance of play and create lifelong memories that enhance the quality of life for our Consultants, customers and employees.*

*SimplyFun is all about the importance of play for children as well as adults.*

### **How do I become a consultant?**

An applicant must complete an Independent Consultant Agreement that is received and accepted by SimplyFun. SimplyFun reserves the right to decline any Agreement for any reason. Consultants must also purchase a Starter Kit. The SimplyFun Starter Kit is sold at Company cost which includes educational and business materials required by the Consultant. SimplyFun reserves the right to change the contents of the SimplyFun Starter Kit at any time. As of November 15, the cost for the starter kit is \$149 plus tax.

### **How can I advertise my business?**

SimplyFun gives all consultants a FREE personal website that customers can view products and video clips about how to play each game. Customers can even place their orders through the websites. Press Releases and Flyers are available through the backoffice for consultants to print out and use. Approved online advertising is also allowed.

### **As a new SimplyFun Consultant, how much can I earn on my personal retail sales?**

Every Consultant immediately earns a 25% profit on their personal retail sales. You can also qualify to earn a 3 or 4% bonus on the retail sales of your personally recruited Consultants, depending on the number of active personally recruited Consultants you have. There is a more detailed description on the next page.

### **What group leadership and support does SimplyFun provide?**

SimplyFun wants you to succeed. To help train and guide you, your Sponsor and upline is available to provide support and encouragement. You can also refer to the Consultant Backoffice that contains a wealth of information. SimplyFun also has monthly and training conference calls for all consultants.

### **Do I have to have a credit card processing machine in order to accept credit card payments from my Host and guests?**

No, the Host and guests will write their credit card information on their Product Order form or Host Order form. It will be processed when you submit the order through the Order Processing Center within the SimplyFun Consultant Backoffice.

### **Can I ever lose my recruiting bonus of my personally sponsored Consultants?**

No. As long as both you and your personally recruited Consultants remain active as a SimplyFun Consultant, you will qualify for the recruiting bonus on their personal retail sales each month that you are Bonus Qualified. If your Consultant achieves a higher title in the Compensation Plan, it does not impact your ability to qualify for and receive the recruiting bonus

### **What if I am a Team Leader with several First and Second Generations Leaders in my downline and I fail to maintain my qualifications and go back to being a Senior Consultant for a while? If I re-qualify as a Team Leader or higher again, do I get these Team Leaders back?**

Yes! As long as you remain "active" in SimplyFun, you never lose your downline connections, regardless of your title. When a former Team Leader or higher who has remained active qualifies once again as a Team Leader, he or she will be paid the Generational Leadership bonuses on all of the qualified leaders in his or her downline that his or her monthly leadership performance level is qualified to receive.

## **SimplyFun Compensation Plan: Overview**

The SimplyFun Compensation Plan is designed to reward you as you grow in your SimplyFun business. Below you will find more information describing each title of the Compensation Plan, including the qualifications and benefits.

### **Consultant Earnings** (Consultant and Senior Consultant):

- **Personal Retail Profit**

You will earn a 25% profit on all your personal sales.<sup>1</sup>

- **Personal Sales Volume Bonus**

As a Senior Consultant, you will receive a 7% bonus on your personal retail sales.

- **Personal Recruit Bonus**

For each Consultant you personally recruit, you will earn a recruiting bonus monthly equal to 3 or 4% of your recruit's retail sales for that month.<sup>2</sup>

### **Leadership Earnings** (Team Leader, Senior Team Leader, Director):

- **Personal Sales Bonus**

In addition to your personal retail profit of 25%, you will receive an additional 9% bonus for your personal retail sales. You will also earn a 6% bonus on your team's retail sales, including your own sales. This will bring your personal sales bonus to 40%.

- **Personal Recruit Bonus**

For each Consultant you personally recruit, you will earn a recruiting bonus monthly equal to 4% of your recruit's retail sales for that month.

- A Consultant who climbs the leadership ranks can earn from one to three levels of generation bonuses on qualified leaders in her/his downline of 7%, 3% and 2% respectively.

### **Compensation Overview: Team Leader**

#### **Qualifications:**

As you keep building your personal sales and continue to recruit and train new Consultants, your earnings will grow and you will qualify for the Team Leader title and bonuses. To earn Team Leader status you will need to:

- Achieve \$800 or more in personal retail sales for two consecutive months.
- Have three or more active personal SimplyFun recruits.
- Earn a combined personal and team retail sales volume of \$3,500 per month for two consecutive months.

#### **Benefits:**

- Retail profit of 25%.
- A 9% Team Leader personal sales bonus on your personal retail sales for the month. (This replaces the Senior Consultant 7% bonus).
- A 6% team sales bonus on the combined total retail sales of the team for the month. The personal retail sales of the Team Leader is included in the total for this bonus calculation.
- A personal recruit sales bonus of 4%. (Must have three active personal recruits.)
- A 7% **First Generation Leadership Bonus** on the monthly retail sales of any qualified promote-out Team Leaders, as long as the promoting Team Leader is also qualified for the month.

Please e-mail me for information on qualifications and benefits for **Senior Team Leader** and **Director**.

### **Sharing the SimplyFun business opportunity is simple. Here's why:**

- People love games. ● People love to play. ● People love parties.
- This is the easiest job ever. SimplyFun games and products sell themselves!
- It's so fun... you're just playing games with people. ● Who doesn't want to be his or her own boss?
- Freedom and flexibility – you can make your business work for you!
- You have unlimited earning potential.

\*All of this information has been taken straight out of the SimplyFun Consultant Handbook.

## Stuff A Friend

### **Anita DeFrank**

*Founding Consultant #17*

Phone: (717) 436-8957

Email: mommyshelperonline@yahoo.com

Website: www.HandmadeFriend.com

### **What is Stuff A Friend?**

Stuff A Friend is a mobile stuffing workshop.

### **Products**

Stuff A Friend offers over 41 animals, clothing, shoes, sound chips and many other accessories. Each animal comes with an un-stuffed animal, stuffing, stuffing stick, wishing star, instructions, birth certificate and a take home box.

### **What do they cost?**

All animals and dolls cost \$15.00 US and \$18.00 CAN each. Sound chips are \$2.00 US and \$2.50 CAN each for animal sounds, \$8.00 US and \$9.50 CAN for each recordable sound chip. Other accessories range for \$3.00 - \$12.00.

### **Shipping Costs**

Under \$9.99 - \$5.00 USA - \$6.00 CAN  
\$10 - \$49.99 - \$6.50 USA - \$15.00 CAN  
\$50 - \$99.99 - \$9.00 USA - \$20.00 CAN  
\$100 - \$199.99 - \$11.50 USA - \$30.00 CAN  
\$200 and over - \$15.00 USA - \$40.00 CAN

### **What does it cost to join?**

Currently Stuff A Friend is free to join. You will also receive a free personalized website.

### **Quotas**

At Stuff A Friend we have no quotas. You may sell as little or as much as you'd like.

### **How do I sell?**

There are several ways Stuff A Friend works, but the most common are direct sales and event sales.

#### **Direct Sales**

In direct sales you sell directly to the customer via your web page or brochures. There is no quota, no minimum and no sliding commission. Direct sales are made through your web page and brochures. You always make 30% no matter how you get your sale.

#### **Event Sales**

In event sales you make money by holding events such as birthday parties, fundraisers or even open houses.

Event sales are a little harder but can make you a lot more money. Birthday parties are the easiest, you can even charge a hostess fee if you choose to go to the party and help stuff. This is a simple concept and is geared toward finding your niche. While some may be the hostess type, others may be able to advertise and drive traffic to their site. Some may want to have as many brochures as possible for person to person sales, while another may only book birthday parties. This business is set up for everyone, it can even change with you.

### **Recruiting & Team Leaders**

Recruiting can be done online or locally. To become a team leader you have to recruit at least one person. If you recruit locally you can set up events for your team to do. If you recruit online you can have

an unlimited number of team members all over. Either way you make 10% of your team members purchases and items purchased on that team members web page.

When a team member signs up new reps and becomes a team leader, they will remain a team member also. They will basically become a silent member, meaning that the team leader still earns her 10% commission of this member.

These are just some of the ways that you can earn money as a team leader. As a team leader you are responsible for answering questions or contacting the office to get an answer. This helps the business grow by being a leader of a small group.

### **Commissions**

Commissions will be paid directly after a sale is made. Stuff A Friend pays via paypal. Commission is 30% on sales made through your website. Brochure sales are paid directly to you and you can buy for 30% off from the rep shopping page. At the end of every month that you receive commission you will get a commission statement.

### **Promotional Materials**

Stuff A Friend offers many materials such as party flyers, party agreements, workshop agreements, event instructions etc to be downloaded and printed yourself. You can also buy items such as business cards, brochures, labels, t-shirts, magnets, postcards, thank you cards, invitations banners and much more through Stuff A Friend.

## Watkins

### **Melody Thacker**

*Independent Watkins Associate ID # 323239*

Phone: 1-866-452-6948

Email: thacker@watkinsonline.com

Website: www.watkinsonline.com/thacker

Watkins has been making a difference in the lives of people just like you since 1868 with quality products and the home based business opportunity!

### **What are Watkins products?**

You may already be familiar with some of Watkins products. If not, Watkins products are items that we all use every day, in every facet of our lives. Essentials for your pantry - gourmet specialty foods to suit any cooking style, medicine chest - all natural, tried and true heritage medicinals and dietary supplements, environmentally friendly home care, indulgent personal care and more. Our best product is our home based business opportunity.

### **What makes Watkins Special?**

#### **Our Award-Winning Products:**

- ▶ Made with the world's finest ingredients.
- ▶ Backed by the world's first money-back guarantee.
- ▶ A wide-variety with something for everyone.
- ▶ Essential, consumable products that people need and use every day.

#### **Our Income Earning Opportunity:**

- ▶ Marketing Methods to Fit Any Lifestyle
- ▶ Proven Business Model with Incredible Earning Potential
- ▶ Offers Free Travel to Exotic Destinations
- ▶ Minimal Start-up Costs
- ▶ No territories, no inventory, no quotas or ordering requirements
- ▶ World-class Recognition for Business Growth

#### **Our Training Program:**

- ▶ Watkins System For Success Training materials
- ▶ Upline and Corporate Support
- ▶ Corporate-Sponsored Training
- ▶ Dedicated Upline coaching and training.

When considering starting your own Watkins business, or any other similar business, it is important to find a team that will support your goals and business building efforts. After all it's your business and you should be able to run it the way you want with no pressure.

### **Here's your Business Building and support options when you choose our team:**

- ▶ Direct access by toll free number to your upline Manager when you have questions or need assistance.
- ▶ E-mails or regular mail with information, training and tips to support your business.
- ▶ A toll free training and tips hot line available 24/7
- ▶ Web based training, seminars, materials and reproducible information sheets to share with your customers and your downline.
- ▶ A free listing in an online directory to help local customers find you.
- ▶ 6 weeks of personalized coaching/mentoring calls "Watkins training for new associates"
- ▶ Leaders experienced in all marketing methods to assist you with your chosen marketing method.

While Watkins has remained strong throughout its over 137-year history, many other companies have come and gone. And while there are other opportunities out there, no other company can match Watkins long standing reputation for product excellence and business integrity.

### **What is the Start-Up Investment?**

Startup cost is minimal with Watkins—in fact, it is the least expensive way we know of to start your own business. When you join Watkins, you'll be able to choose from one of Watkins Business Starter Assortments. The Basic Business Introduction Package costs only \$59.95 US/ \$69.95 Canadian. You choose the group of products and training materials that is right for you! Some of your other options are the Complete Business Starter Kit \$399.95 US/\$550. CDN with the e-Associate Web package, if home parties appeal to you the "Good Tastings" Kit \$99.00 US/ \$145.00 CDN is a great choice.

### **Is there a Company Web site Provided?**

Yes, all the business introduction packages includes the e-Basic Web package, with access to online ordering for you and your customers, account information, training and much more.

Plus, as a member of our team you'll have access to our team's private web site for additional support, training and information materials to promote your business.

Associates can join with the e-Associate Web package, which includes a template for a personal Web site or upgrade to this option at any time. There is a monthly fee of \$19.99 US/ \$29.99 CDN for this option.

### **What is the Commission on your own sales?**

The first and most basic way to earn immediate income with Watkins is by marketing our products. Associates earn 25% to 39% of the retail purchases made by customers. Associates also save between 25% to 39% on their personal purchases. In addition Associates also may earn bonuses on their downline sales up to 14% as well as other rewards such as valuable merchandise or all-expense paid trips to world-class destinations.

### **What type of advertising or promotion is allowed?**

The advertising used is directly related to the marketing method you choose. Word of mouth is the most common and cost effective way to promote your business. Watkins doesn't restrict your advertising options and you may use the logo as long as you identify yourself as an independent associate.

### **How May I Help You?**

As an Independent Watkins Associate I am committed to providing you with the quality and type of service you desire. I care about helping you build the business of your dreams, whether you join as a wholesale shopper or you want to grow a thriving business. All Watkins products carry a 100% money back satisfaction guarantee - including our business starter kits. I'd like to thank you for your interest in Watkins and invite you to visit my web site or call me to request more information!

## White Lily Candles

### **Terry Johnston**

*Team Leader*

Phone: 570.888.3926

Email: whitelilyscents@gmail.com

Website: www.whitelilyscents.com

### **Our Products**

White Lily Candles offers high quality Hand Poured Soy Based Candles and Body Products in a wide variety of fragrances.

Our candles burn soot free, are rich in fragrance, and have HIGH quality cotton braided wicks for a better, cleaner burn. We currently offer 2 candle lines, each with their own assortment of jar styles and fragrances.

The Natural Soy Candle line boasts a wonderful assortment of over 100 fragrance choices, and jars from 4oz to 26oz. With styles ranging from Country Style to elegant Victorian, you can be sure there is something for any taste. Soy candles are also available in candle cups for warmers, and votives, and our room and fabric sprays are available in coordinating scents.

The Heavenly Candle Line uses a natural vegetable based wax, which gives the candles a lovely crystallized finish. These candles come in their own unique line of scents, and 6 unique jars. We also have the popular Pillars and Ball Candles in this line, and of course the candle cups and votives.

The natural body products are a top seller. We offer a large variety of luxurious products: body creams, body butter, bubble bath, soaps, shower gels, even body sprays. Our products are enriched with Shea Butter, and are rich in fragrance. All are tested for safety.

Little Lilies is the name of our fun children's line. From shaped soaps and foaming hand soap, two cute soap dipped pals and animal scrubbies, our products are designed to make a child's bath time fun while keeping them safe from harmful chemicals.

We also offer a variety of candle accessories, both everyday and seasonal. All are of the highest quality, hand selected by our team.

See the entire product line as well as our incredible fragrance list at [www.WhiteLilyScents.com](http://www.WhiteLilyScents.com)

### **Our Business Opportunity**

As an Independent White Lily Consultant, you will be entitled to a generous compensation plan for your business activities. Business Activities includes: Home Gatherings, Catalog Shows, Online Shows, and Individual orders, Craft Shows, Flea Markets, the choice is yours! Our kits range from \$40 to \$105 and come packed full of samples of all our product lines, as well as all the materials you need to start your business.

### **With a White Lily Business you can enjoy:**

- ▶ A fully automated personalized webstore for only \$5.00 per month (1<sup>st</sup> month free)
- ▶ Drop Shipping - Send your customers their products direct
- ▶ No minimums or limits on orders - Need 1 Candle? Order 1 Or feel free to order 100 - The choice is yours.
- ▶ No quotas
- ▶ A generous company paid hostess plan - because happy hostesses rebook.

**Our Base Commission Program:**

- ▶ 25% Commission on all sales
- ▶ 3% of the sales for every person you recruit into the White Lily family
- ▶ The opportunity to receive up to 6% commission on team sales when you promote to Team Leader
- ▶ Custom Cash and Carry packages at up to a 40% discount
- ▶ Discount on NEW merchandise
- ▶ Online access to all downloadable and printable material that you may need including flyers and catalogs.
- ▶ Incentives
- ▶ Unlimited support

Contact me for more information!

Terry Johnston, Team Leader

Phone - 570-888-3926

Email - [whitelilyscents@gmail.com](mailto:whitelilyscents@gmail.com)

Website - [www.whitelilyscents.com](http://www.whitelilyscents.com)

**Direct Sales Company  
Comparison Sheet**

**Company Name:** \_\_\_\_\_

**Recruiting Consultant:** \_\_\_\_\_

**Consultant Contact Info:** \_\_\_\_\_

- Do you like the companies products?
  
- Can you advertise online? (list any restrictions below)
  
- How many consultants are there in your community?
  
- Are there any territory restrictions?  
( Yes or No ) If yes, list restrictions
  
- Are you required to hold home parties?  
( Yes or No ) If yes, list requirements
  
- Are you allowed to purchase promotional materials from other places or make them yourself?  
( Yes or No ) (list any restrictions)
  
- What are the prices of the companies own promotional materials?
  
- Is there a purchase quota requirement?  
( Yes or No ) If yes, list requirements
  
- Are you required to keep inventory?  
( Yes or No ) If yes, list requirements
  
- Does the company supply you with a website?  
( Yes or No ) If yes, list pricing
  
- Are you permitted to update or make changes to your website yourself?
  
- Do you have to use a corporate site or are you allowed to build your own?  
( Yes or No ) If yes, list restrictions and/or requirements
  
- Who is responsible for hostess credits/rewards?
  
- Are the shipping and handling charges reasonable?
  
- How long does it take to receive orders?

- Does the company offer drop shipping?
  
- Are orders shipped to hostesses or are you required to deliver them?
  
- How are you paid?  
( Commissions taken immediately or Paid by check )
  
- If you are paid by commission checks, how often?
  
- Does the company offer any additional bonuses?  
( Yes or No ) If yes, list bonuses
  
- If you have to go inactive, what is the fee to rejoin?
  
- Are there any other additional fees?  
( Yes or No ) If yes, list
  
- What types of payments are accepted?
  
- Is there a minimum amount that must be purchased to place an order?  
( Yes or No ) If yes, list amount
  
- Do you like the management opportunity structure?
  
- Do you earn commission on recruits orders?  
( Yes or No ) If yes, specify commission
  
- Does the company offer enough of an incentive to help you build your downline?