

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@mommyhelperonline.com OR contact@momsmarketonline.com

For more information on the Direct Sales Success Kit please visit <http://www.DirectSalesHelpers.com/kiteb1.html>

or our Private Membership Site <http://www.DirectSalesHelpers.com/membership1.html>

Kara Kelso
Anita DeFrank

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Choosing - The First Step to Success - Courtesy of DirectSalesHelpers.com

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. Your 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/kiteb1.html>

or our Private Membership Site please visit:
<http://www.DirectSalesHelpers.com/membershipeb1.html>

Please scroll down to view and print out your complimentary
Direct Sales Company Comparison Work Sheet

**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?

- Does the corporate office pass on any party or distributor leads?
(Yes or No) List any details

- Does the company offer fundraising opportunities?
- Does the company offer wholesale opportunities?
- Can you afford the consultant or start up kit?
- Does the company offer additional kits at reduced prices?
- Does the company have an adequate support system in place?

- Can you contact the corporate office with questions?

- Does the company offer training?
(Yes or No) If yes, price?

- How are the taxes taken care of?

- Who is responsible for Sales Tax?
- Are you required to register with the state?
(Yes or No) Details?

- Are you required to have a Tax ID number?
- Is there a buy back policy?
- Does the company have a non-compete clause?
- If so, how does it read and can you work with it?
- Does the company have a return policy in place?
- Can you easily return goods/merchandise?