

## **10 MOST COMMONLY ASKED QUESTIONS**

### **How much does it cost to get started?**

There is no cash outlay! You simply hold a starter show and the kit is yours. Plus, when your show exceeds \$350 in sales, you get to pick out additional free product as well.

### **How many shows do I need to do?**

To get started, PL recommends you schedule 6 (more is better!) shows within your first full month of business; after that, it is up to you! No one will tell you how many you need to do...that is the best part of being your own boss!

### **How do I learn what to do?**

You have many tools available to you! To name a few, you are provided with free training each month, as well as a manual with step by step instructions on everything you need to know about your business. You are encouraged to observe at least one show before you start and one after you've held a few shows, because the best training is on the job!

### **How often and what will I be paid?**

PL has a weekly pay period. You are paid 25% commission on your shows submitted each week; and when your sales exceed \$2000 in a calendar month; you receive another 7% bonus check!!! That's 32%!! Plus, you have the option to increase that to 38% through our leadership program! Example based upon company show average of \$350 sales:

1 show/week \$87.50 income/week \$350/month

2 shows/week \$175 income/week \$896/month (includes bonus)

3 shows/week \$262.50 income/week \$1344/month (includes bonus)

and so on.....

### **Are there any deliveries or inventories?**

NO! PL provides delivery directly to your hostesses saving you valuable time and the expense of investing and storing inventory at your home!

### **How do I get my first booking?**

I will help you with that; just start making up a list of everyone you know....just like a wedding or holiday card list, and share your exciting news of your new business with them! They will be getting to shop for free when they help you get started and you will be meeting more people who will want to do the same!

### **What if I don't like it?**

I know this has been the most fun job I have ever had, but should you decide it's not for you, then you simply stop! You keep your income, kit, and any additional free product you earned! (and you can start back at anytime should you choose!).

### **What makes PL different from other direct selling companies?**

Because there is no investment everyone has an equal opportunity of being successful. PL has the best hostess program in the business, which assures that you will always have business! The product is guaranteed and made from the best quality material assuring 100% customer satisfaction...plus, the candles are consumable! You always have repeat business! The product sells to everyone: women, men, teenagers, and retirees alike! You have an unlimited market, which means unlimited income for you!

### **How quickly can I advance to higher income levels?**

That is up to you! Everyone has their own individual pace, so based on the pace you choose to build your business, your income grows accordingly. Our first level, Unit Leader, earned an average of \$19,000 last year. This is considered a very part time position and is attainable in 3-6 months of business for most. Then our middle management level, Group Leader, earned an average \$35,000 per year which is attainable in 3-4 years for most (although some have done this sooner!). What could you do with \$179,000 per year (the average for our highest level, Senior Regional Vice President)?

### **What is the worst thing that could happen if I do try this?**

The worst thing that could happen is not to try it!!! You have the perfect opportunity to be your own boss without risk or investment. You earn income from day one, and even if you decide to stop you will be ahead of the game!

If you have any other questions, please don't hesitate to contact me –

Or if you know of anyone who might be interested in this opportunity, please share this with them.

**YESTERDAYS DREAMS AND TOMORROWS REGRETS ARE TODAYS OPPORTUNITIES**