



FAQ's About Being A Stampin' Up! Demonstrator

1. What will I do as a demonstrator?

You will share the art of rubber stamping with family and friends through home workshops. You will also help others enjoy the fun and flexibility of running their own Stampin' Up!® business.

2. Will I receive support and training as a demonstrator?

By joining, you will become part of my downline and I'll be here to help you with anything you need. You'll also have the opportunity to attend Stampin' Up! training events including our annual convention and smaller regional events held around the country. On top of that, Stampin' Up! provides dozens of training resources to help you run your business, including magazines, Demonstrator Support agents, a demonstrator-only Web Site, thousands of samples, annual and seasonal catalogues, a training DVD, the *Demonstrator Manual*, a Product Guide, and six monthly newsletters designed especially for new recruits.

3. How can I make money as a demonstrator?

Since customers pay you directly, you will keep 20 percent of each order placed at the time of their payment. You can earn additional money (5 to 20 percent) through monthly volume rebates when your monthly totals are \$600 and above. In addition, you can earn monthly downline overrides when you meet certain requirements.

4. What makes Stampin' Up! different than other companies?

In the last 18 years, Stampin' Up! has become one of the top companies in the paper-crafting industry, developing a reputation for quality products, innovative techniques, and unparalleled support for its demonstrators. Our relationship focused business helps demonstrators to make a difference in the lives of others by sharing what they love.

5. Will I have to stock inventories of product?

No. You will only order items when someone places an order and pays you in advance, so you won't need to keep in inventory of products.

6. Will I be trained to use high pressure sales pitches to sell and recruit?

Stampin' Up! does not embrace high pressure sales pitches. Instead I'll teach you to maximize sales by giving helpful advice to your customers. I'll also help you identify ways to share the Stampin' Up! opportunity with others.

7. What is my cost to become a demonstrator?

The cost for a starter kit is \$275 (plus tax). There are no annual renewal fees. However, if you live in Manitoba there may be additional licensure necessary.

8. What is in the starter kit?

Stampin' Up!'s starter kit has products to help you start your business, including stamp sets, ink pads, card stock, adhesive, scissors, stamp cleaning supplies, and business supplies. You can see a picture of all the items it contains in the back of your Idea Book & Catalogue, or online at www.stampinup.com. If you're interested in scrapbooking, you can select the Stampin' Memories® Add-On for an additional \$70.

8. What do I have to do to stay active as a demonstrator?

To stay active you will need to sell a minimum of \$450 per quarter. Since the average workshop total is \$450, most demonstrators find that this goal can be reached in one or two workshops.

If you have any questions about Stampin' Up! or becoming a Stampin' Up! demonstrator, contact me: