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My answers to some commonly asked questions about joining the Stampin' Up! Demonstrator "club" – some call it a "discount club"

1) How much do I have to sell to stay active as a demonstrator?

a) You must sell \$300 per quarter (Jan-Mar, April-June, July-Sept., & Oct. – Dec.) to stay current. However, the quarter you sign up in is waived. For example, if you sign up in January, you have until June 30th to fulfill the \$300 in sales – that is about *6 full months* to try with NO risk & NO strings. After that you have until the end of each quarter. {Note that our biggest sale of the year, Sale-A-Bration, starts in January and that is THE easiest time to stay active.}

2) What happens if I don't sell \$300 in a quarter?

a) If you do not sell \$300 in a quarter, you will be automatically placed into "pending" status and SU gives you 30 days to catch up. So if the quarter ends March 31 and you had \$250 in sales in that quarter, then in April you have to submit at least \$50 in sales to stay active. Very straightforward.

3) Any special perks for someone new?

a) Yes! If you place a \$150+ order within the first 45 days of joining, you get 30% off that order instead of 20%!
b) Another yes! If you choose to have an online store, you must have a DBWS (an acronym for our own demonstrator website). That is \$12.95 per month BUT you can get TWO FREE months if you sign up for one within 21 days of joining as a demonstrator. This is the BEST business tool you can invest in.

4) How long does Stampin' Up! require me to stay as a demonstrator?

a) Stampin' Up! imposes *no* time limit (short or long) on your role as a demonstrator. You can buy the Starter Kit to get the deeply discounted items, receive them then after that first quarter you can just let it "drop." No reason to resign early since you'd have up until one month after the end of your first FULL quarter without going into pending status. No penalty or fee or anything. Totally without any consequence. That's why I advocate to "try it" since there is no negative to it whatsoever.

5) Do I have to have parties or classes or workshops {I think this is my #1 question}?

a) No, you do not. You don't have to have a single event. You can join just to get a discount for yourself. Really! Out of my whole team, perhaps 80%, or more, joined "just for the discount." This is normal and welcomed!

6) How much of a discount do I get for merchandise for myself?

a) SU! offers us a 20% discount on everything. If a retail item is \$19.95, for example, you collect \$19.95 (+ tax and shipping) from your customer but you pay SU! \$15.96 (+ tax and shipping on the \$19.95) for that item and you keep the difference as "Instant Income."
b) A second way to earn is off volume. If your sales, in one month, reach \$400 or more, you begin to earn a volume rebate AND you then qualify to earn a rebate off your own downline. The percentage of rebate at \$400 in your own sales is 5% and goes up to 20% when your sales are \$5,000 or more in one month. Additionally, you'd earn a rebate on your downline's sales too (you earn off those who sign up under you.)

See reverse for more questions and answers . . .

7) How do I pay for the orders I place personally for myself or a customer?

a) The preferred method for customers to order is via your Online Store where you do not handle any of the payment (but you get a weekly deposit for your 20% on that order). If you order manually for a customer (you input it into our ordering system), you collect cash, check (written out to you), credit card or Pay Pal and you pay SU with their money or their credit card OR your personal credit card or checking account depending on how they paid you (how they pay you is up to you).

8) How else can a customer order?

a) Customers may order directly from you on your Demonstrator Business Web Services {DBWS} website if you choose to get one. The system processes orders 24/7. You can be earning income in your sleep!

9) How much does the Starter Kit cost?

a) The Starter Kit is \$99 + tax (ships free) yet you choose \$125 of anything you want out of any/all of the current catalogs plus the online Clearance Rack and, now, the new Project Life product line. That's like a coupon for \$26 (\$125 minus \$99) plus the value of free shipping which is 10% of the order (\$12.50 if it were a regular order and not a kit). That means this kit saves you a minimum of \$38.50. In 2002 when I joined, my Starter Kit was \$299 and it was pretty much chosen for me. SU! has really made some great adjustments to match today's economy AND to put ALL the decision-making as to what's in your kit up to YOU.

10) When does Stampin' Up! have incentives to sign up?

a) SU! advises us of all new promotions really close to their start. As we cannot see too far into the future in this regard, it's always best to just sign up when it suits you rather than waiting for SU as there is no pattern to when they offer a recruiting kit deal.

11) When is the best time to sign up?

a) The Holiday catalog started August 28; Sale-A-Bration typically begins in late January; the Spring catalog may begin in late January; and the annual catalog starts June 1. There's always something going on and a good time to jump in.

12) Can I be your downline even if we don't live close to one another?

a) Yes! I have almost 200 downline in about 40-45 states including Puerto Rico and a US military base in Belgium. You can live anywhere and be in my SU family!

13) Is there anything else I should know?

a) The number one thing I emphasize is that aside from all the above, it is quite taboo to sell *current* items on eBay. If you were to do so, you'd risk being terminated immediately. SU is very strict about this. All I ever ask is to (a) use integrity in your business and (b) keep in touch with me – strangely I have found communicative customers sign up then go silent. Not sure why but I love it if our communication does not change once you sign up. That's it!

Terms to know:

Demonstrator: the only people authorized to sell new Stampin' Up! (we are not called "consultants")

Upline: the person you sign up under (what I am to you)

Downline: Your relationship to the person you signed up under (what you are to me)

SU: Stampin' Up!

DS: Demonstrator Support (by email or phone – very helpful!)