

## 9) HOW QUICKLY CAN I ADVANCE TO HIGHER INCOME LEVELS?

That is entirely 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, paid an average of \$18,000 last year. This is considered a very part-time position and is attainable in 3-6 months of business for most! Then our middle leadership level, Group Leader, paid an average of \$36,000, which is attainable in 1-2 years for most! One of our top positions pays over \$245,000 on average, are attainable in 3-4 years for most (although some have done this sooner). What could YOU do with \$245,000 per year????

## 10) WHAT IS THE WORST THING THAT COULD HAPPEN IF I DO TRY THIS?

The worst thing that could happen is NOT trying it! You have the perfect opportunity to be your own boss without risk or investment. You earn income from day 1 and even if you decide to stop, you will be ahead of the game because you will have earned some great income and product, as well as have met new friends. Most importantly, what if you don't try it, and it turns out that it would have been the opportunity you have always wished for—an opportunity to earn unlimited income, doing something that is fun and rewarding and on your own! *This is your chance to control your destiny. This does not often happen working for someone else. What is there to lose? NOTHING, only everything to gain!*

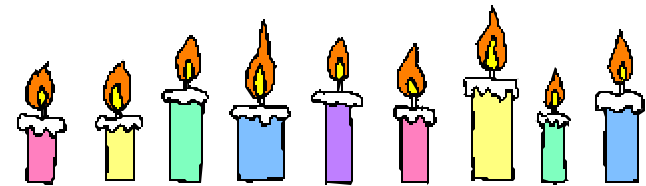
Shows per Week	Total Sales Per Month	25% Monthly Commission	7% BONUS Month End	Total Monthly PROFIT
1	\$1,200.00	\$300.00	N/A	\$300.00
3	\$3,600.00	\$900.00	\$252.00	\$1,152.00
5	\$6,000.00	\$1,500.00	\$420.00	\$1,920.00

**NOW I HAVE A QUESTION FOR YOU...**What is holding you back? Take fear and throw it out and take a chance on an opportunity of a lifetime. I know I'm glad I did!

# W.I.I.F.M

(What's In It For Me)

## 10 MOST COMMONLY ASKED QUESTIONS ABOUT PARTYLITE® GIFTS



*Ask me about a career no one can hold a Candle to!*

### 1) HOW MUCH DOES IT COST TO GET STARTED?

There is no cash investment! You simply hold a \$300.00 starter show and you have earned your starter kit. When your show exceeds \$300 in sales, you get to pick out additional product! Plus, you may be eligible to add product from your show. Ask me for details!

### 2) HOW MANY SHOWS DO I NEED TO DO EACH WEEK?

To get started, PartyLite® only requires you to have 6 shows within the first 14 days of your business; after that, it is up to you! No one will tell you how many shows to do...this is the best part of being your own boss!!!!

### 3) HOW DO I LEARN WHAT TO DO?

You have many tools available to you! To name a few, you are provided with 2 free trainings 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 have held a few shows, because the best training is on-the-job training.

### 4) HOW OFTEN AND WHAT WILL I BE PAID

PartyLite® has a weekly pay period. You are paid 25% profit on your shows submitted each week; and when sales exceed \$1800 in a calendar month, you receive an additional 7% bonus!! That's 32%!! In addition, you have the option to increase that to 38% through our leadership program!

The following example is based upon a company show average of \$300 in sales:

<b>1 show/week</b>	<b>\$75.00 income/week</b>	<b>\$300.00/month</b>
<b>2 shows/week</b>	<b>\$150.00 income/week</b>	<b>\$768.00/month (inc. bonus)</b>
<b>3 shows/week</b>	<b>\$225.00 income/week</b>	<b>\$1,152.00/month (inc. bonus)</b>

### 5) ARE THERE ANY DELIVERIES OR INVENTORY?

**NO!!!** PartyLite® provides delivery via UPS directly to your hostess, saving you valuable time and the expense of investing and storing inventory in your home.

### 6) HOW DO I GET MY FIRST BOOKINGS?

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

### 7) WHAT IF I DON'T LIKE IT?

I know that, for me, this has been more fun than work, but should you decide that it's not for you, then simply stop! No hard feelings. You keep your income already earned, your starter kit, and any additional product you have earned! And the great thing is that you can start back at any time should you choose to return to the income opportunity).

### 8) WHAT MAKES PARTYLITE DIFFERENT FROM OTHER DIRECT SELLING COMPANIES?

Because there is no investment, everyone has an equal opportunity to be successful. PartyLite® 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 materials to assure 100% customer satisfaction. Plus, candles are a consumable product. You will always have repeat business! The product appeals to everyone! Women, men, teenagers, and retirees love candles. Your market is unlimited. That means unlimited income for you.