



## FAQs about Being a Demonstrator

**Q. What are the minimum sales requirements?**

A. You only need to submit 300 CSV (Commissionable Sales Volume) in sales per quarter. That is less than an average Stampin' Up!® workshop! Also, you can submit your sales in any increment you wish and still receive your 20 percent discount and commission (or 25 percent if you become a bronze elite title or above).

**Q. What if I want to do this as a hobby and not necessarily a business?**

A. Stampin' Up! supports all demonstrators, no matter their goals or the level at which they choose to run their business. If you choose not to hold workshops, you can simply place your own orders and/or collect orders from family and friends to equal the quarterly sales minimum.

**Q. Can I be my own host?**

A. Yes, you can be your own host anytime you want. Invite your family and friends into your home and have a workshop. You will be the host, receiving the Stampin' Rewards, as well as the demonstrator, receiving your instant income and commission.

**Q. How much does it cost to get started as a demonstrator?**

A. The Starter Kit is only \$99 USD/\$125 CAD, and is fully customizable. You choose up to \$125 USD/\$155 CAD worth of any current Stampin' Up! products, and you will also receive a business supplies pack containing materials you need to run your business (valued at least \$35 USD/\$40 CAD).

**Q. How can I make money as a demonstrator?**

A. You can earn money in three ways: instant or deferred income (20 or 25 percent of each order), monthly volume rebates (4-13 percent of total monthly sales), and monthly team commissions (1-6.5 percent of your recruits' sales).

**Q. Do I have to recruit other demonstrators?**

A. No. If you were to recruit demonstrators, you would be paid team commissions on your team's sales, but this is a perk, not a requirement.

**Q. Where will I get project ideas for my workshops? What kind of training can I expect?**

A. Stampin' Up! provides dozens of training resources filled with project ideas and tips to help you run every aspect of your business, including a quarterly publication called *Stampin' Success*, Demonstrator Support agents, a demonstrator-only website, and annual and seasonal catalogs.

**Q. Is Stampin' Up! a well-known, respected company?**

A. Since 1988, Stampin' Up! has been selling stamps and papercrafting supplies. In that time, not only have we won industry awards and accolades, but also the loyalty and admiration of demonstrators and customers alike. And that is a trend that we work hard to maintain. You can rest assured that the reputation of Stampin' Up! will only continue to improve!

**Q. What if I decide that I don't like it once I've started? Will I be penalized if I quit?**

A. You may choose to stop at anytime, and you will not be penalized. You simply stop placing orders. However, there are many benefits to remaining an active demonstrator. If you have any questions about Stampin' Up! or becoming a Stampin' Up! demonstrator, please contact your demonstrator.