



## Like to become a consultant? TOP 10 frequently asked questions...

### 1. Do I have to do demos?

No, you have the choice of doing what you want to do, as little or as much as you like. Some consultants sell to family and friends (and of course buy for themselves at the consultant price), others teach workshops, others do it all. However, our Free Make and Take Demonstrations are an excellent way to build your business. They are fun and easy to do and are FREE for customers to see our great range of products and workshops

### 2. Do I need an ABN #?

No, not until your turnover (list price sales, teaching income and team income) exceed \$75,000 pa.

### 3. Are there geographical areas and are there any restrictions?

Kaszazz is not an areas based business. You can go anywhere in Australia. The only restrictions you have are: you cannot set up a retail outlet or sell online (which includes eBay and websites).

### 4. I have other scrapbooking and card making products, can I still use these?

Of course you can. Some Kaszazz Consultants were previously with other direct selling companies or were independently teaching and sourcing their own supplies. You will however find that using our products will be more beneficial, as you will earn commission on the sales, plus you have a stunning catalogue to sell from. You also have Kaszazz head office doing all the product supply for you, as well as providing your host, customer and new consultant gifts.

### 5. What is the minimum sales requirement to stay on as a consultant?

\$390rrp sales, from your first full 4 month block after you join. There are three block per year – **Block 1** - Jan to April, **Block 2** - May to August and **Block 3** - September to December. As an example, if you were to join in February, you would have until the end of August to place your minimum sales requirement. This order does not have to be all at once. \$390 averages out to approximately \$98rrp each month.

### 6. How does the Target Incentive Program work?

Our Target Incentive Program is only available when you first join Kaszazz! This program is a very generous incentive to help your business establish and grow. Over your first 8 weeks & 10 days there are 3 achievable incentives on offer:

#### TIP1—\$1,500 in sale

- reward = \$100 Kaszazz Voucher + 10 catalogues

#### TIP2—\$3,000 in sales

- reward = \$200 Kaszazz Voucher + 20 catalogues

#### TIP3—1 Recruit who achieves \$550 in sales in their first 4 weeks & 10 days

- reward = \$300 Kaszazz Voucher + 30 catalogues.

**Please note:** Once TIP1 has been reached TIP3 can also be achieved without reaching TIP2.

### 7. What training and resources are available?

There is a “**Consultants ONLY**” area of the Kaszazz website where we have more than 1,000 projects ready for you to teach and demonstrate at any one of the 3 Kaszazz Customer Events (FREE Make and Take Demos, 2 hour (2H) workshops and Masterclass Workshops). **Team Training Days** are open to ALL consultants and are held every 4 months, January, May & September in most States of Australia. These are fun and they generally include new workshops and a business session, plus you get to see the new products. Most leaders also run **team meetings**, monthly.

### 8. When can I start ordering and recruiting?

As soon as Kaszazz receive and process your paperwork (usually the same day) they will email you with instructions on how to access the Consultant area of the website. You can then download the documents you need, including the spreadsheet for ordering and all of the projects sheets for the 3 customer events. You can recruit immediately.

### 9. How much are the Kaszazz catalogues and the freight?

Catalogues are \$4.95 for Consultants (\$7.95rrp for customers to purchase). Freight is very reasonable, it varies with every order. Remember we are Australian so it is only coming from Adelaide. The \$3 handling fee that your customers pay helps cover this so the consultant is not out of pocket.

### 10. What is the commission?

20% (excluding GST price), plus a bonus 5% to 10% personal sales commission for sales over \$500 in one month. The 10% Hostess incentive is provided free from Kaszazz and doesn't come out of your commission.

**JOIN TODAY — KASZAZZ is CREATIVE, REWARDING and FUN**