

## You Have Questions, We Can Help!



- 1 What is Discovery Toys?** We're a company dedicated to promoting the self-esteem of children and women, encouraging family interaction, and supporting entrepreneurs through the sale of the highest quality developmental products available.
- 2 What is the history of the company?** In 1978, Lane Nemeth, a young mother and child care director, decided to make the educational toys she loved available to other parents. We have since grown into an international company. Our line includes developmental toys, games and a collection of books.
- 3 I'm not a salesperson...will I fit in?** Absolutely! Many consultants have had this concern. Actually, in simply sharing the products with others, you'll be finding new customers. The quality and benefits of our products speak for themselves.
- 4 How much will it cost to get started?** We believe that anyone who would try Discovery Toys should be able to...so you can start with a small deposit on your starter kit of products. We also offer an early incentive program called Success Start Rewards which enables you to earn your starter kit for free while earning commission.
- 5 Are there any hidden start-up costs?** You will need a few simple business supplies: a calendar, name and address stamp (or address labels), calculator, etc. Your kit comes complete with training materials, product information, order forms, catalogs and products. You never need to carry inventory. We make it simple!
- 6 Do consultants have territories?** No. You are free to sell, hold parties and sponsor anywhere in the United States and its territories.
- 7 How much do I earn?** You will earn 20% commission on the value of the products you sell. Plus, you can easily earn monthly bonus checks on your personal sales and your team's sales. When you promote within the Compensation Plan, your income can increase to 37% plus you will earn even more with additional team building bonuses.
- 8 What support will I receive?** Weekly company updates, newsletters, MP3 downloads, live and recorded telephone training conference calls, conferences and workshops are just a few of the networking and training aids that add up to a great support system. In addition, your local field leaders offer monthly meetings and trainings.
- 9 Are there monthly sales quotas?** No. Discovery Toys believes that this is your own business. Placing orders totaling \$400 in a 12 rolling month period keeps a consultant active.
- 10 How soon can I get started? Today!** Depending on where you live, your starter kit will arrive in 7–10 business days. As a new Educational Consultant, you will have access to training and support materials on the DT Web site and can plan your first party right away!

## Let's Get Started — Call me Today!

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## Just Ask Yourself These 4 Questions

- 1. Would I like to make a difference in children's lives?*
- 2. How would it impact my family if I could work flexible hours around my family's schedule?*
- 3. What would it feel like to be my own boss?*
- 4. Could my family use extra income?*

**If you agree that the answers to these questions could change your family's lifestyle, please contact me about the great opportunities a career with Discovery Toys can offer you.**

### Turn the page and find out about:

- Reaping the benefits of becoming a part of the Discovery Toys family.
- Designing a business plan customized specifically for your lifestyle.
- Earning income that makes a difference to your family.

**I hope you decide to join me in Discovery Toys... Together we can make a winning team and I would love to help you realize your dreams.**

## See Why Discovery Toys is Right For You

Your business is your own, build it with pride & on your own terms!

- When you represent Discovery Toys, your reputation is backed by over 30 years of quality, service and education.
- As an Educational Consultant, you are respected and appreciated for empowering children and families with the best developmental products and information available.
- Design a schedule that works for you—based on your personal and family needs.
- Discover great tax benefits for running your home-based business—put more money in your pocket for working your way.

See how easy, convenient and efficient it is...really!

- Pay yourself the day of the sale. Earn money when you like without waiting for a paycheck.
- Save time by shipping orders directly to your hostesses and customers. No bagging or delivery.
- Place your orders after your customers pay you. No need to tie up your finances in inventory.
- Offer customers the convenience of MasterCard, Visa, Discover Card and American Express. Your sales will be higher...and the company pays the credit card fees!

Let us help you get started...and grow!

- Our generous Hostess Rewards Program makes booking attractive and easy.
- The company pays the FULL cost of our Hostess Rewards program, not you.
- With no territories for selling or building a team, opportunities are everywhere.

Enjoy all the rewards...personal & financial!

- The company provides exciting incentives all year long...everything from short-term promotions to exotic vacations.
- Our generous compensation plan rewards your consistent sales and team building efforts with raises, bonuses and promotions and offers you a doable path to the success you dream of.
- Our company is expanding in so many ways—new products—new markets—new opportunities. Our expansion means unlimited growth potential for you.

When one of your party sales are...	Base Earnings	Additional Bonus Checks	Wages/hour
\$400	\$80	\$20	\$25/hr
\$600	\$120	\$30	\$37.50/hr
\$800	\$160	\$40	\$50/hr
\$1000	\$200	\$50	\$62.50/hr
\$1500	\$300	\$105	\$101.25/hr

\*This chart assumes four hours are needed to plan, hold and close a party. This is the earnings of a starting consultant. Our leadership positions offer additional bonuses.

## Customize Your Own Business Plan

For Unlimited Earning Potential, you decide how much time and energy you want to put into your business and what you want to get out of it. Any way you choose to work it, you'll be a welcomed member of our team!

### Which path will YOU choose?

#### Team Builder

- Run your own home-based business
- Devote the time needed to achieve your goals—about 10–12 hrs/week
- Being consistent has many rewards
- Earn \$1,000+ per month with opportunity for continued growth (ask for more details)
- Trips, prizes, recognition, tax benefits
- Buy products at wholesale prices
- Ongoing training and networking
- Company pays for the Hostess Program and all the credit card fees

#### Casual Consultant

- Share product with friends & family, in home parties, and office set-ups
- Earn \$10–30 per hour (or more) to pay for college, vacation, orthodontist, soccer, dance, household bills, etc.
- Set your own hours!
- Get paid the day you sell!
- Buy products at wholesale prices
- Tax benefits of owning your own business
- Your family will enjoy the products
- Opportunity to increase your income!

*Would you like to receive a REFUND on your kit investment, additional free products AND commission as well?*

Ask me about our Success Start Rewards Plan

Work for yourself, but not by yourself.

Build a successful business around your family.

Earn monthly bonuses that boost your income.

Make a positive impact on families and our future.

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