

## ***Frequently Asked Questions***

### **How much does it cost to get started?**

Our \$29.95 starter kit is all you need to get started with your own successful Baby Splendor Business. It includes plenty of catalogs and business materials to get you started. Best of all, you will receive your own personal Baby Splendor and receive credit for all purchases and sign-ups that occur at your site. This special feature is NO ADDITIONAL CHARGE and is part of the tools we provide you as part of your starter kit.

### **Are there any other costs?**

No. Your \$29.95 starter kit is the only purchase you'll ever have to make. You will never be required to make any additional investment. However, if you would like to purchase products to show or for your own gift-giving, you can choose to add any products you'd like at a 25-50% discount.

### **After signing on, how long will I have to wait to get started?**

We provide instant access! Shortly after you sign up, you will receive an email with your account details and login information that gives you instant access to our online business center. Your starter kit will arrive within 7-10 business days.

### **Do I get product discounts on my own purchases?**

Yes. As a Baby Splendor Consultant, you can purchase any products for your family or gifts at a 25% discount. To maximize your sales during the holiday season, you can purchase products at a 50% savings!

### **Are there monthly minimums?**

We believe it should be up to you to decide how much you want to earn with your Baby Splendor business. There are no monthly minimums or sales quotas.

### **Do I have to do parties?**

While our parties are fun and the best way to maximize your profits, it is up to you as to how you want to market our products. You can sell products through your circle of mom friends, through your website, holiday shopping fairs, etc. The possibilities are unlimited.

### **Are there any territory restrictions?**

No. You can sell anywhere in the U.S.! Ground-floor opportunity means that the sky is the limit.

### **How much money can I make?**

That's entirely up to you! As a Baby Splendor Consultant you automatically earn a base 25% commissions on your personal retail sales, plus up to an additional 5% in monthly sales bonuses. We also offer a competitive leadership plan that enables you to earn income on your personal recruits as well as those that they sponsor, and so on. We'd be happy to work with you develop a plan to help you reach your goals.

**What is the average party?**

Even in a tough economy people still need to buy useful baby products. Mothers and grandmothers cut back on spending on themselves but still spend a lot on their children, which is why our average Baby Splendor party earns \$500 in sales.

**What kind of training do you offer?**

We are committed to providing you with all of the tools you need to be successful. We supply you with online training tools and materials, weekly training teleconferences, access to our online Business Office, excellent customer service from the founders as well as one-on-one mentoring and support from your sponsor or the Home Office. It's up to you to decide how we can best support you!

**If I have a question, is there someone that can help me?**

Our staff is always available to answer your questions. We guarantee an answer within 24 hours!

**What if after I sign on I decide that it's not right for me?**

If you're ever unsatisfied with your business, you can simply return all marketable products and sales materials within one year of your start date.

**How do I know that your company is sound?**

Baby Splendor is a proud 5 year member of the Direct Selling Association, which means that we uphold to the highest business standards, ethics and practices. Additionally, we were named one of the best home business opportunities by Women's Day Magazine and the Women's Financial Education Center.