

## FAQs

Frequently asked questions.

Are there Consultant quota requirements each month? No, not at this time.

Do you place territory limits on the Consultants? No, there are no territory limits. By that I mean you can have several Consultants in a certain area that are active in different home school support groups and churches. If there are several Consultants in your area or if a new Consultant pops up in your area we advise letting the customer choose which Consultant they would like to place their orders with.

Is it up to the Consultant to advertise? Yes, typically HomeWorks Consultants advertise their contact information along with the current HomeWorks by Precept promotions by: Mailing a newsletter that goes out every other month to their customers, Posting flyers with all their information on it on a church bulletin board for all the home schooling families to see, Emailing a local newsletter to the home schooling families in their immediate area, Setting up a table with a HomeWorks Consultant's display kit at a monthly home school planning session.

How do you train your Consultants? Web training is how we help you quickly learn the software products that we sell. High speed internet and a phone nearby are recommended to participate in the class.

Each Consultant receives a Consultant's Manual that includes all kinds of helpful business basic information as well as a suggested outline for your presentation complete with illustrations from your sample textbooks.

History of HomeWorks by Precept Program. Program started in January 2003.

Precept Marketing Group saw a need in the home schooling community to have a one-on-one contact whereby a home schooling mom/dad comes alongside of another home schooling family and gives them suggestions and encouragement for their home schooling needs.

HomeWorks program involves the work of 2 people? The Consultant and The Host.

What are the responsibilities/benefits for the Consultant? Requirements/responsibilities

Present BJUPress, Rosetta Stone, and Passport Learning products to a group of customers at a HomeWorks Party or one-on-one.

Locally advertise your contact information and promotions via local home school news letters, flyers, bulletin board announcements in churches.

Communicate and develop a relationship with your customers via email, phone, mailings, or personal contact on a regular basis.

Purchase the Consultant's Kit for \$95.

May not sell other competitive curriculum in addition to products represented by HomeWorks by Precept products as this would be a conflict of interest.

Benefits for the Consultant Receive 15% commission on home school textbooks, including textbooks that you would sell for a HomeSat customer and including textbooks you would sell for a HomeSat DVD customer, JourneyForth, ShowForth, SoundForth products, Rosetta Stone, and Passport Learning.

Can offer free shipping on books, ShowForth, JourneyForth, SoundForth products to your customers.

Receive Rosetta Stone software products for their children and customers to use upon completing a Webinar course.

Contents of the Consultant's Kit. Sampling of textbooks from K5-12th grade Consultant's Manual which contains your presentation outline complete with illustrations from the sample textbooks.

Promotional HomeSat DVD and HomeSat Sample Lessons DVD Rosetta Stone promotional CD Passport Learning promotional CD

Catalogs/brochures for HomeSchool textbooks, JourneyForth, SoundForth, ShowForth, Rosetta Stone, and Passport Learning products.

What are the benefits for the Host? Receive 10% of the total book sales including JourneyForth, SoundForth, and ShowForth products deducted from their own personal order (called a Host Reward).

Receive free shipping Year round Consultant to give suggestions, encouragement, promotions, opportunity to see and experience products, and free shipping.

What is and is not commissionable?

Commissionable Any BJUPress product from Total Home School Solutions, JourneyForth, SoundForth, ShowForth catalogs. Rosetta Stone products Passport Learning software Book portion of the DVD's with the HomeSat equipment Not commissionable HomeSat Standardized testing materials The DVD portion of DVD orders