

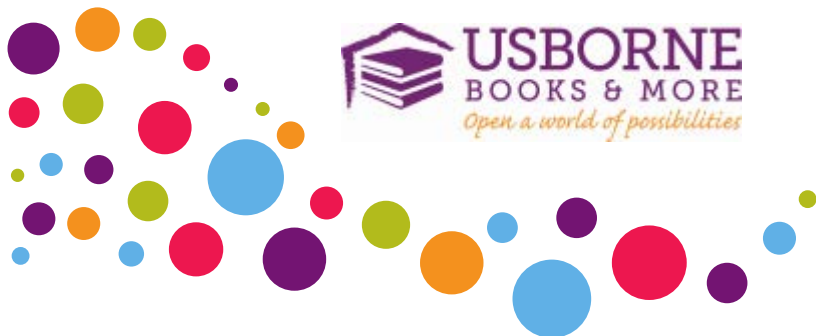
Love Our Books?

Become a Consultant



Extra Income | Flexible Hours | Lifetime Friends

Make a Difference – Promote Literacy!



Will selling children's books work in my area?

Children's books are a need – families cut down on luxuries when money is tight, but not their children's education. Plus, Consultants can offer families incredible discounts and free books – the perfect fit for any economic area.

In addition, as an Educational Service Rep you also have a unique opportunity to sell to the fastest-growing market for children's books... schools! As well as selling to preschools & public libraries. Education is a top spending priority.

I have never done any selling – help!

Don't worry, neither had almost all other Consultants before they started. Usborne books are very high quality and yet not over-priced – customers love their value. A Consultant's enthusiasm and their own Usborne experiences are enough to sell these fabulous books.

" I love this business because we aren't selling, we are SHARING the books. And once people see them - they want them all!"

Kathleen Rader, UBAM Team Leader

We also offer Kane Miller, a publisher that produces many award-winning books and has name recognition in the school & library market. Librarians and teachers appreciate the uniqueness and multi-cultural aspects of Kane Miller.

What does a Consultant do?

Most Consultants get started with parties – typically just one night a week. The host invites her friends/family to the party. The Consultant features some of our best-sellers and favorites, helping customers find books their family will love!

*As a new Consultant, in your first 8 weeks you can offer **DOUBLE** free books with no cost to you for \$250+ parties w/one booking. This fills your calendar!*

Do I have to do parties?

It is YOUR business and you can work it how you choose. We have many options in addition to home parties & online parties: Direct Web Sales, Book Fairs, Booth Events, Fundraisers, Corporate Donation Sales, School & Library Sales...



How does it all work?

Step-by-step training for home parties, online parties and our add'l sales programs is provided at our team's exclusive **Book Nation Training Website** – based on experience in the field. Plus, you'll receive support from your Sponsor/Team Leader – as well as from friends in our team's online support group.



During your first 8 weeks and when promoting to Team Leader, you can earn fun rewards in the CLIMB program - in addition to commissions, bonuses & overrides!

CLIMB - First 8 Weeks: earn extra books & cash!

\$25 in books for EVERY new recruit

Sponsor Fellow Literacy Leaders by having them purchase a starter kit on your ecommerce website. Earn \$25 in books of your choice for every person you sign up during your first 8 weeks.

LEVEL 1: \$500 in sales = \$25 in books or...

ACCELERATED BONUS = \$50 in books (if within first 14 days)

LEVEL 2: \$1000 in sales = exclusive gift from UBAM

LEVEL 3: \$2000 in sales = exclusive gift from UBAM

LEVEL 4: \$3000 in sales = \$50 in CASH

STEP Up to Leadership: earn extra books & cash!

Promote to Team Leader at any point in your career and you'll receive...

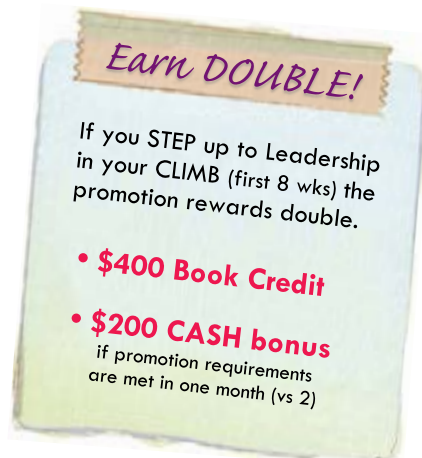
• \$200 Book Credit

• \$100 CASH bonus

if promotion requirements are met in one month (vs 2)

Promotion Requirements

- 5 personal active Consultants (sold \$500 in the last 3 months)
- \$2000 in personal sales
- \$5000 in Central Group sales (this includes your personal sales)
- Submit an online application.



Commission percentages vary according to the retail value of order or discounts/free books offered. Only trained "Educational Consultants" are eligible to approach libraries & schools K-12, public or private, for any type of sales.

Base Commission Rates

- Parties, Online Parties & eShows: **25%**
- Book Fairs: **17%**
- Cards for a Cause Fundraisers: **10%**
- Reading Incentive Programs: **30%+ profit**
- Direct Sales to Schools/Libraries: **20-25%**

+4% Personal Sales Bonus

On home party sales, internet sales and direct sales to schools & libraries, when those sales add up to at least \$1000 retail in a month's time frame.

Book fair, RFTS and LFL programs are not eligible.

Advancement Opportunity – earn 34% MORE!

Promote to Team Leader and earn an additional **8.5% monthly override payout on your own sales!** That translates to a 34% increase in income on parties you are already doing as a Consultant. Here's how...

For an average \$400 party, as a Consultant you earn \$100 in commission. As a Leader, you earn an add'l 8.5% on the retail = \$34 EXTRA for a \$400 party!



Team Leaders earn 34% MORE on every party they do!

In addition, Team Leaders also earn an **8.5% monthly override** on all your Consultants' sales that are in your central group. PLUS, on all 1st, 2nd and 3rd levels in your downline, earn **5.5%, 4%, & 1%** respectively, as monthly override payouts on your teams' group sales. *Overrides for LFL, RFTS, CFAC, Book Fairs are 50% less on all levels.*

How to Get Started

1. Purchase a Starter Kit – includes display titles, supplies & website.
2. Take full advantage of the CLIMB Program in your first 8 weeks... **earning exclusive gifts, CASH and FREE books of your choice!!**

Ask your consultant for their link to join UBAM!