

# Holiday Hints

## Extra Money For The Holidays

(NAPSA)—A little extra spending money can make the season a lot merrier.

One easy way to supplement the family income is to work as a direct selling representative, say experts at the Direct Selling Association. Direct selling involves the sale of products and services on a one-on-one basis away from a fixed retail establishment (think Tupperware and Avon).

More than 15 million Americans worked as direct selling representatives in 2006, and they



**Direct sales representatives are their own bosses, set their own schedules and expectations. You can fit sales into your schedule.**

sold more than \$32 billion worth of products and services. Interested? DSA offers helpful hints:

- Check to see if the company is a DSA member, which means it must follow the association's rigorous Code of Ethics.
- Make sure that the company sells an actual product or service. If they focus only on recruiting, it may be a pyramid scheme.
- Startup costs should be minimal—usually the cost of a sales kit. For more information, visit [www.dsa.org](http://www.dsa.org).