

# Career Opportunities

## Making Second Incomes Pay <sup>®</sup>

(NAPSA)—Whether you're looking to fund a warm-weather getaway or simply want some additional income, there are a number of ways to increase the money you make each month.

For instance, more than 14 million Americans are direct sellers. Many sign up to reach short-term financial goals while others find a career. Direct sellers sell a surprising variety of products and services through one-on-one meetings and parties in people's homes. To establish yourself as a successful direct seller, the Direct Selling Association (DSA) recommends that you:

- Think carefully about the kind of product or service you'd like to sell, and choose a company whose products you'd use even if you weren't selling them. Direct sellers offer cosmetics, toys, candy and hundreds of other products and services.

- Before you sign up with a company, attend one of its parties or demonstrations. Take your time in deciding—ask questions and read all company materials carefully.

- Make sure the company is a DSA member. Members must adhere to a strict code of ethics designed to protect sales representatives and customers. For example, the code prohibits deceptive, unlawful or unethical recruiting practices, and requires companies to have a buyback policy to prevent financial loss on the part of representatives who decide to leave the business.

As a first step, you can visit [www.dsa.org](http://www.dsa.org) to see a list of DSA members and to find more information to help you choose the right company for you.