



# How to Choose the Best Direct Sales Company For You

with JJ Birden



Use this worksheet to make notes on each direct sales company you're researching. If you're planning on building a career using the direct sales model then it's worth doing the research now so you find the perfect fit for you.

In JJ Birden's LevelUP course he covers what you need to be looking out for and the questions you should be asking when you research:

- ★ The Company
- ★ The Owner
- ★ The Product
- ★ The Compensation Plan
- ★ Your Leader/Sponsor/Business Partner

This checklist is based on JJ Birden's advice. You can also add your own criteria in the blank spaces provided, remember you are choosing the best company for YOU.

Companies you're comparing:

1.
2.
3.
4.
5.

Criteria	1	2	3	4	5
<p>COMPANY</p> <ul style="list-style-type: none"><li>• Is it a legacy company?</li><li>• How long has the company been around?</li><li>• Is the company profitable?</li><li>• What do people say about the company?</li><li>• What support is in place for the field?</li></ul> <ul style="list-style-type: none"><li>• <input type="text"/></li><li>• <input type="text"/></li><li>• <input type="text"/></li></ul>					
<p>OWNER</p> <ul style="list-style-type: none"><li>• Do they have experience in the industry?</li><li>• Have they seen success before?</li><li>• Are they supportive of the field?</li></ul> <ul style="list-style-type: none"><li>• <input type="text"/></li><li>• <input type="text"/></li><li>• <input type="text"/></li></ul>					
<p>COMPENSATION PLAN</p> <ul style="list-style-type: none"><li>• How often will you be paid?</li><li>• How will you be paid?</li><li>• Customer payment VS team payments?</li><li>• How often do they change their compensation plan?</li></ul> <ul style="list-style-type: none"><li>• <input type="text"/></li><li>• <input type="text"/></li><li>• <input type="text"/></li></ul>					

Criteria	1	2	3	4	5
<p>PRODUCT</p> <ul style="list-style-type: none"><li>• Do you love the product?</li><li>• Is it a product people can continuously buy?</li><li>• Is the product good?</li><li>• Is it a market leader?</li><li>• What are the reviews for the product?</li><li>• Can you see yourself selling this product?</li><li>• <input type="text"/></li><li>• <input type="text"/></li><li>• <input type="text"/></li></ul>					
<p>LEADER/SPONSOR/BUSINESS PARTNER</p> <ul style="list-style-type: none"><li>• Have they seen success before?</li><li>• Can they answer your questions?</li><li>• What is their mindset?</li><li>• What are their expectations?</li><li>• Do they offer any training?</li><li>• <input type="text"/></li><li>• <input type="text"/></li><li>• <input type="text"/></li></ul>					