

## What an **IBW Bookseller** **WILL NEVER EXPERIENCE:**

- **Huge, up-front personal investment in dozens of products** – the only books you need are in the minimal-cost **Show Kit**.
- **Inventory to maintain** – no need store large numbers of books in your own home.
- **Orders to fill or books to deliver** – you take your commission, then mail the orders with a single payment to the publisher, who will fill the orders and ship directly to your guests.
- **Wholesalers, distributors or others to deal with** – you deal directly with the publisher.
- **Managers who take a percentage of what you sell** – you keep **ALL** the commission you earn.
- **A struggle to move up ranks or levels** – you start on top and stay on top of your *own* business.
- **Recruiting friends and family as new booksellers** – your time is spent presenting books, not recruiting new sellers.
- **Complicated formulas to compute commission** – you receive a preset price for each book sold.
- **Sales territory limits** – you sell wherever and whenever you want!
- **Hassles with computing and then losing a percentage of your income to credit card companies** – you have the choice of accepting cash and/or checks from your guests.
- **Sales tax to collect for the publisher** – the publisher is located in Montana, a *no sales tax* state.
- **Extended training required away from home** – you become familiar with **IBW Books** and how they work *at your own pace*.



~~ as eclectic as a child's imagination ~~