

Frequently Asked Questions



If you are doing your homework, good for you! So happy to see that you are not just jumping into this business with your eyes closed. YOU are doing the right thing by doing your homework.

Every company offers something different, which is what makes them unique. Unfortunately, there are many companies out there that 'borrow' another's company's 'uniqueness'. This unprofessional practice makes your homework MUCH harder.

With questions we've been receiving, more of a comparison and what sets us apart, we've decided to throw together a small FAQ page. Below you will see the questions we've heard, and the answers we've given.

“What is your sign up special?”

Both of our demo kits are offered at a whopping 60% discount! If you'd like to add any additional items to your demo kit (items offered off from our website), we will give you an additional 60% off on those items also.

“They offer a higher commission than you. Why would we choose you over them?”

Our company may not start you out with a commission that others 'promise', but we offer 50% - 60% discounts multiple times throughout the year (which allows immediate commission increase) as well as an opportunity to increase your daily commission all the way up to 60%!

In other words, here is an example:

\$500 (Item cost, regular retail)

(\$300) - 60% Sale

\$200 - Your ending cost for \$500 worth of goods.

You turn around and sell that 'inventory' at regular retail, you just made \$300! Making your commission 60%. Nobody offers that.

“They charge a monthly fee, do you?”

We charge only \$10 a month, that's it! This not only keeps you on "active" status, but it also gives full opportunity to earn your commission using our e-store. No work for you other than referring buyers. The buyer places an order, clicks on your name as the "Referring Consultant" and you've just earned your commission for simply referring a buyer to our site! You also receive your own personalized webpage.

“Do I have to carry inventory?”

No, this is up to you. You can purchase inventory and carry if you decide to do so. When monthly sales are ran, it's in your best interest to stock up paying 50%-60% less, that way you make more when you sell your inventory. This isn't mandatory because we know how costly it is to pay out of pocket for product. Therefore, it is completely up to you! Carrying inventory, especially inventory purchased during a sale immediately increases your commission.

“Do I have to recruit?”

No, you do not. That is completely up to you. If you recruit, you will earn more money just by their orders, as well as your commission will increase and your title will change. But it is not mandatory. It's very difficult to recruit, so we do not make it mandatory. Recruiting, however, you're allowing others to have the power in their hands like you have; making money by teaching others how to enhance their personal relations. Not to mention, a pretty good discount on their own personal spending! ☺

“Can we place orders online?”

Absolutely! Personal orders can be processed online. At this time, party orders must be submitted in via fax and/or email since more information is needed in regards to party guests and Hostess discounts, etc.

“Do we get our own website?”

Yes, you do. You can view one of our Consultant's personal web pages by going to: www.jalnromanceparties.com/Erins_Corner

“Do we get our own email address?”

You bet! You will get your name@justalittlenaughty.com and you're your name@jalnromanceparties.com. However, the @justalittlenaughty.com will be added to the business cards JALN provides.

“Are we allowed to advertise online?”

Absolutely!! We have all of our Consultants start a Facebook page. This is free advertisement and can spread like wildfire...which is just what you need to get your career off to a great start! Once you have your FB page created, we will link your personal page up to it. *Don't worry, we're here to help you get this done if you're a bit nervous about this part.* ☺

“Do you collect sales tax for us?”

No we do not. We do not collect sales tax from you since you are purchasing non-retail and/or are out of state.

No matter where you are located, you will have to turn in to your state whatever sales tax you collect from parties. If you do not collect sales tax, then there's nothing more for you to do. There are actually places out there that do not collect sales tax...why are we all not living there?! ☺

If you are in IL, you will need to get an IBT number and submit this information into JALN. We have information regarding this in our private Yahoo group. Links and

numbers are provided, as well as an example form of what it should look like when you fill it out. All of the information we provide will assist in obtaining this number. You can obtain this IBT number online, over the phone, or in person at your local court house. There is no charge for this number.

It's nothing more than keeping track of the sales tax collected and paying that back to your state.

“Do I need my own merchant account?”

No, you do not. We have a merchant account already established for the “adult industry” so there is no need for you to have one. We do not charge anything for your credit card payments, however, we charge a small 4% transaction fee per customer credit card payment. This is MUCH cheaper than having your own merchant account.

“How is my commission calculated and what if I recruit or choose not to? Can I still get an increase on my commission?”

You will earn a % from each order your recruit places. You must be actively conducting parties yourself in order to earn a downline commission. If you choose not to recruit, you can still make the commissions noted below by complete each monthly “combined” volume.

Business Title	Commission	Monthly Volume	Downline Commissions
Active Consultant	40%	\$10	N/A
Team Manager (if you have recruits)	45%	Self: \$1500 Recruit(s): \$2000 Combined: \$3500	1st Level: 3% 2nd Level: 2%
Senior Team Manager (if you have recruits)	50%	Self: \$2500 Recruit(s): \$4000 Combined: \$6500	1st Level: 5% 2nd Level: 4% 3rd Level: 3%
Executive Director (if you have recruits)	55%	Self: \$3500 Recruit(s): \$6000 Combined: \$9500	1st Level: 5% 2nd Level: 5% 3rd Level: 5%
Senior Executive Director (if you have recruits)	60%	Self: \$4500 Recruit(s): \$8000 Combined: \$12,500	1st Level: 10% 2nd Level: 7% 3rd Level: 5%

“Hostess credits, who pays for this?”

Just A Little Naughty pays for all Hostess incentives. If you'd like to add a personal touch by giving a goody basket, it's not only highly recommended, but it's also something that will leave them all with a positive and lasting impression. This add'l goodie bag/basket is something you will pay for. We recommend purchasing the items we offer at “net” cost to include in this “Hostess Basket”.

Incentive qualifications begin at a minimum of party sales starting with just 2 party guest orders.

“Do you ship to us or the Customer?”

We drop ship directly to your customer. You email or fax in orders and we do the rest! We've discovered that it is cheaper for our Canadian Consultants to receive all orders directly and they distribute to each customer. This helps to keep s/h charges down.

“Do I get my commission right away or do I have to wait?”

If your customer(s) paid with cash, payment is immediate. We inform you of what to pay into JALN. If majority of your customers pay via CC, you will have a credit, which can either be applied onto your next order or will be sent to you via Paypal.

“Does the company offer free party leads and are they mandatory?”

Yes we offer free leads. Can't imagine charging for this! Are the leads mandatory? No. There will come a time that a lead may be in a 'rough' neighborhood...we do not expect you to travel into these areas. If a lead is over an hour away, we offer you the ability to ask for a refundable deposit. Example, \$50 down, Hostess will get back the night of her party if/when the retail sales hit \$350. At least it then will pay for your gas if you do not have a successful party.











“Do I need prior sales experience to do this job?”

No. Our products basically sell themselves. Trust us on that one! ☺ It does help though to read our teaching materials, motivational materials, etc. It will give you new and fresh ideas to help you succeed. Whatever items you carry, you have our website to look at for a description of each item. Having this knowledge, you'll be ready to give detail!

“What if I'm nervous to speak in front of others?”

Everyone always starts off nervous, even the best of us, it's normal. But it becomes (if it's not already) an extremely fun time almost immediately. Everyone having a blast will comfort your nerves quickly. We have many games you can play to break the ice too. Break out a weenie, you're good to go!

Here are a few statements for you. If you cannot agree to the majority, this sales position may not be right for you.

-  I have at least one hour a day to give to my JALN business.
-  I have weekends/weeknights to use for home parties.
-  I have no problem travelling to parties.
-  I have no problem lifting heavy items.
-  I have an outgoing personality.
-  I don't give up easily.
-  I can learn from a training manual.
-  I enjoy the product line I'll be representing.
-  I have support from my friends and family to help me get my business off the ground.
-  I am fully aware that this is a sales position, and I am responsible for advertising in my surrounding communities to be successful, whether that be by a paper ad, flyers, and/or word of mouth.

You will be starting your own business adventure when joining Just A Little Naughty, but know this, you will NEVER be alone. If you EVER have a question, your fellow co-workers and Jeanne (Owner of JALN) will always be available to you.

Good luck with your decisions! If you have any other question we may not have answered here, please ask. Thanks!



Just A Little Naughty
PO Box 685
Beecher, IL 60401
Phone: 888-LUV-JALN
Fax: 815-312-0116 (notify first)
Text: 815-919-9537