

Finding A Mobile Career as a Military Spouse

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Spouses ask me all the time about working from home. They want to know how I decided it was for me. They want to know how I make money, why I chose what I chose to do, and how they can make a business of their own.

Having a mobile career is wonderful for military. Let's face it, we move like crazy, we don't always have a spouse at home to help us around the house, and we definitely could use the extra cash. So, just how do you make it work? Below I've answered the top five questions that I am asked about starting your own mobile career as a military spouse.

How do I find a genuine telecommuting job?

Legitimate employers with home based jobs hire the same way traditional employers do. There will be an application process and possibly an interview or test. The key to finding work-at-home jobs is to search where people post jobs. Employers are not looking for home workers. They are looking for qualified people to fill a position. It is the position they advertise and they advertise them on job-related sites. The competition for a work-at-home job will be fierce. You need to set your submission apart from the rest by having a professional, error-free resume. When searching try keywords or search terms like "home office required" or "telecommuting position" instead of general terms like "work from home".

How do I keep from getting scammed?

The Better Business Bureau offers tips (<http://www.bbb.org/Alerts/article.asp?ID=436>) on what to watch for so that you don't get scammed. Look out for businesses that never offer you regular salaried employment, promise you huge profits and big part-time earnings, use personal testimonials but never identify the person so that you could check with them, require money for instructions or merchandise before telling you how the plan operates, assure you of guaranteed markets and a huge demand for your handiwork, tell you that no experience is necessary, or businesses that take your money and give you little or nothing in return except heartbreak and grief.

What is a direct sales company?

The definition of direct selling is; a marketing approach that involves direct sales of goods and services to consumers through personal explanation and demonstrations, frequently in their home or place of work. A direct sales company is a company such as Avon, Mary Kay, Discovery Toys, Pampered Chef where the company itself offers a "consultant" opportunity for you to do the direct selling of their product.

How do I decide what direct sales company is best for me?

First, take a peek at this website that has a list of over ninety direct sales businesses: http://www.directsellingopportunities.com/search_opportunities Then base your decision on the following:

- Passion; your interest, excitement, and general feeling about the company and products

- Products; place an order, use the products and test their worth to you. Would you buy them?
- Investment; most companies will have an initial investment so check to make sure this is in line with your budget.
- Minimums; do you have to meet a sales quota, party quota, or call quota?
- Compensation; what amount of money are you going to make for the work that you put into this business?
- Control and support; is there a support system and do you have control over your business?
- Advertising; are you in charge of all of your advertising or will the company do it for you? Do they have advertising in place?

Where do I start if I have a business idea of my own?

First ask yourself if there is a market for your product or service, then research it. Find out for yourself, first-hand, just how many people there are in your area who are interested in your proposed product or service, and would be "willing to stand in line and pay money for it." Also, find out if what you want to base your business on has any competitors. This is known as defining your market and pinpointing your customers. This will also allow you to find out what others are charging for their product/service. Regardless of what kind of business you start, you must have the capital and the available time to sustain your business. Create a business plan. Get educated and make a list of what you should do. A good place to start is with the Small Business Administration. In the age of the internet, you can find most of this information very simply by searching online using keywords: *small business startup* or *home business startup*. Remember, if you fail to plan, plan to fail.