



Direct Selling Association

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This is an archive of all previous QuickPolls. Please use it as a reference. Whether you are interested in updating one of the older topics, or suggesting a topic never QuickPolled before, we will be happy to work with you to obtain the information you need. Please contact DSA Market Research Manager, Ben Gamse at (202) 452-8866 or bgamse@dsa.org.

<i>QP#</i>	<i>Issue/Topic</i>	<i>Published</i>
2014		
QP152	Sales Field and Customer Support	August 2014
QP151	Direct-to-company Online Sales & Hostess Specials	May 2014

2013		
QP150	Sales, General, & Administrative (SGA) Ratios	December 2013

2012		
QP149	Product Samples and Financial Services	Not published
QP148	Exploring Diversity Policies, Disabled Field Sales Leaders and Product Sectors	Not published

2011		
QP147	Are Toll-free Numbers going the way of the Dinosaur?	October 2011
QP146	Electronic Signatures	July 2011
QP145	Non-Cash Incentives	February 2011
QP144	Shipping and Handling Charges For Direct Mailing to the Consumer	January 2011

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2010		
QP143	Americans with Disabilities Act and the Hearing Impaired	October 2010
QP142	Lead Generation and Conversion	September 2010
QP141	Arbitration Policies/Practices of Direct Selling Companies	August 2010
QP140	What Can We Learn from a New Direct Seller's First 90 Days?	April 2010
QP139	What's Up with Recognition	March 2010
QP138	Training Direct Selling Reps-What's Happening, What Works?	February 2010

2009		
QP137	How Do Direct Selling Companies Handle Order Fulfillment?	December 2009
QP136	Exploring How Direct Selling Companies Accept Card Payments	October 2009
QP135	How Do Direct Selling Companies Pay Their Direct Sellers?	October 2009
QP134	Call Center Usage in Direct Selling	June 2009
QP133	Direct Selling & the Recession Experiences & Responses	May 2009
QP132	Customs Valuation Challenges	April 2009
QP131	Direct Seller OR Discount Buyer?	February 2009

2008		
QP130	Annual Conventions in Direct Selling	December 2008
QP129	Use of Blogs in Direct Selling	November 2008
QP128	Deactivating/Reactivating Direct Sellers	September 2008
QP127	"Active" vs. "Non-Active" Direct Sellers	August 2008
QP126	Payment Options for Direct Sellers	July 2008

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2007		
QP125	Shipping & Handling Practices and Taxability	November 2007

2006		
QP124	International Payments	April 2006

2005		
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QP122	Abandoned/Unclaimed Property	November 2005
QP121	Commissions Payment	October 2005
QP120	New Product Introductions in Direct Selling	January 2005

2004		
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QP118	Pick-Up Orders—Guidelines and Practices	November 2004
QP117	Employees as Distributors	October 2004
QP116	Fundraising Operations in Direct Selling Companies	September 2004
QP115	Monthly & Annual Bonus/Commission Payments	August 2004
QP114	How Does Your Company Deal with Dunnage?	July 2004
QP113	Seller Payments	June 2004
QP112	Handling Internet Leads	May 2004
QP111	Salesforce Management Practices	April 2004
QP110	Using Payroll/Debit Cards to Pay Commissions	March 2004
QP109	Managing the Salesforce	March 2004

2003		
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QP107	Product Liability Insurance	November 2003
QP106	Credit Programs for the Field Salesforce	October 2003
QP105	Shipping Challenges Beyond the “Lower 48”	October 2003
QP104	Earnings Claims & Disclosures in Direct Selling	September 2003
QP103	Influence of Exchange Rates on Retail Pricing	September 2003
QP102	Shipping & Handling Charges—Offsetting Rising Costs	August 2003
QP101	Delivering World Class Customer Service	August 2003
QP100	Direct Selling’s Reputation—A Plus or Minus for Your Company?	July 2003
QP99	Call Center Support for Your Salesforce	June 2003
QP98	Where Your Independent Salespeople May Sell	May 2003
QP97	FTC Cooling-Off Rule	April 2003

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QP96	Role of Medical Advisory Boards in Direct Selling Companies	September 2002
QP95	Shipping & Handling Charges/USPS Rate Increase	August 2002
QP94	Producing & Distributing Catalogs/Brochures	August 2002
QP93	Changes to the FTC's Telemarketing Sales Rule	June 2002
QP92	Payment of Commission Checks	May 2002
QP91	Lead Generation & Compensation Programs for Independent Sales Representatives	April 2002
QP90	Retirement of Multilevel Distributors & Assignment of Lineages	March 2002
QP89	Testing Products/Promotions/Prices	March 2002
QP88	Policies & Practices for Returned Items	March 2002
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2001		
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QP85	Shipping and Handling Charges	October 2001
QP84	Staffing and Budgeting for Support Services	October 2001
QP83	Credit Cards and Your Company's End Consumers	July 2001
QP82	Sales of Sales Organizations/Lineages	June 2001
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QP80	Annual Conventions in Direct Selling Companies	April 2001
QP79	Measuring Employee Satisfaction	April 2001
QP78	Incorporating Non-Profits and Corporations as Part of a Direct Selling Salesforce	March 2001
QP77	Financial Metrics To Evaluate Investments	February 2001
QP76	Credit Receivables & Collections	January 2001

2000		
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QP73	Soliciting Projections from Distributors/Consultants—Party Plan Companies	July 2000
QP72	Corporate Websites	June 2000
QP71	Business Development Classes (Distributor Training)	May 2000
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QP68	Escalating Operating Costs (Shipping Rates & Credit Card Charges)	February 2000

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QP64	Direct Broadcast Satellite Systems (results not released)	April 1999

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QP59	Cost-Sharing Practices for Shipping & Handling (Party Plan Companies)	September 1998
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QP52	Credit Programs	March 1998
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QP43	Civil & Criminal Remedies Against Independent Contractors—I	February 1997

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QP40	Conflict of Interest	November 1996
QP39	Distribution Costs	October 1996
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QP37	Distribution Policies	August 1996
QP36	Outside Party Orders—I	July 1996
QP35	Predicting Orders Before & After Campaign Cutoff Dates	July 1996
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QP32	Incentive Trip Programs in Party Plan Companies	February 1996
QP31	New Product Introductions & Re-formulations	January 1996

1995		
QP30	Advertising on the Internet	October 1995
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QP28	Charitable Gift Programs	September 1995
QP27	Guarantees, Draw Accounts, Training Allowances	August 1995
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1994		
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QP13	Sales Tax on Hostess Gifts & Awards	June 1993
QP12	Usage of Company's 800 Number by Salesforce for Sales Volume Inquiries	May 1993
QP11	International Incentive Houses Results	April 1993
QP10	Charging the Cost of Shipping to Distributor	March 1993
QP9	Cost of Order Entry Transactions to the Corporation & to the Representatives	March 1993
QP8	Use of Conventions & Incentive Travel	March 1993
QP7	Use of Cars as a Distributor Incentive	February 1993
QP6	Out of Area Recruiting & Support	January 1993

	1992	
QP5	Charging the Cost of Shipping to Retail Customer	December 1992
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QP2	Breakaway Distributorships	November 1992
QP1	Seller/Distributor Renewal Fees	July 1992

BLG (Rev)
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