

Information on Merchandising and Demonstration Work

What is merchandising:

Merchandising requires someone to go into a retail environment to reset/restock a product display. This allows the retailer to get work done without having to have their employees spend the time.

Pros and cons for people with MS:

Some of the jobs **do not** require heavy lifting or climbing of ladders – I.E. – greeting cards, magazines, CD's. Less physical and easier to stock.

Some jobs required a person to climb/stoop/lift boxes to retrieve the product and stock it. I.E – Ladies lingerie – Sweaters, etc...

How its flexible:

These jobs can be done during weekday business hours of the individual's choosing. Sometimes an appointment or set time needs to be kept if a weekly product is being reset – i.e. – Timex watches in JCPenney - Had a weekly set time to go in and meet with the dept. manager and work on restocking the fashion watches. Usually the resets/restocking are an hour per visit. Some require longer visits, and the employee will be notified which jobs require more hours. The usual visit is 1 hr.

How do they get employees /What do employers look for:

You can go to one of the individual websites or join the NARMS, sign up and create a profile of what you would like to do and you will receive emails when jobs become available in your area.

Pay scale/hours type of employment:

The payscale is anywhere from \$10.00-\$ 16.00/hr. – Some jobs are contract work where the individual is not directly employed by the company but will receive a 1099 at the end of the year. Some are paid employees and some also offer part-time benefits, like ASM.

Contract vs. being on payroll:

Contract – will get a 1099 at the end of the year. You do not get taxes taken out, but are paid as an outside salesperson. You are then required to report the wages and pay the Social security.

What is Product Demo work?:

Demo work is where you are in a store handing out samples of food, and/or giving out product samples such as health and beauty products,

Who is this good for/not for people with MS:

Most of these require standing in one place up to 6 hours but other than that not particularly physical.

How it's flexible?:

You can choose which jobs you take, and therefore can work only those stores/areas/days that you choose.

What does an employer look for?:

Some customer service experience, some retail/sales experience. For both merchandising and Product demos – you should have a computer or at least access and knowledge as the day's end paperwork needs to be done on a computer where you log in and put in the time/event details.

Pay scale/hours type of employment :\$ 10.00-\$ 16.00/hr.

Contract vs. being on payroll : Can either be contract (1099) or on payroll.

How to get started in field: Check out either the general websites on the list provided or go directly to the individual companies.