

How a leading direct-selling company addressed payment and overhead challenges with



Faster Payments, Automated Tax Summaries and IRS Filing

Customer:
Aloette Cosmetics

Founded:
1978

Specialties:
**Franchising,
Skin care, Beauty,
Direct Selling**

Annual Revenue:
\$13M Retail

Website:
aloette.com

kyckglobal.com

About Aloette

Aloette Cosmetics is a direct sales beauty company delivering top-quality skincare and makeup products by way of a franchised direct selling sales force across the continental U.S. and Canada. As one of the most trusted brands in multi-level marketing, Aloette is constantly innovating on behalf of its consultants. When Accounts Payable experienced challenges in commission payments and tax summaries, they began looking for reliable solutions.

With KyckGlobal, Aloette's consultants now enjoy fast and reliable payments via ACH. The company also uses the **same** KyckGlobal platform to generate and mail 1099 tax summaries. An ideal partnership, indeed.

About Bob Roche, Vice President, Franchise Operations

An Aloette Cosmetics veteran for nearly 40 years, Mr. Roche provides a brand of leadership underpinned by institutional knowledge, and oversees budgets, staffing requirements, and inventory across numerous distribution channels. Through his work with Quality Assurance, Mr. Roche plays a vital role in ensuring Aloette delivers the highest level of both service and product quality.



KyckGlobal brought our commission payments and tax summaries process into the 21st century.



– Bob Roche

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“When I call KyckGlobal with a question, I talk to Courtney... a real live person.

KyckGlobal's commitment to customer service is second to none.”

Jackie Bailey
Consultant Support

Strategy, Goals and Results

The Aloette team makes batch file uploads via KyckGlobal's secure web portal, which makes weekly ACH payments to its consultants. A reconciliation file is then downloaded from the platform with a single mouse click and imported into the firm's existing accounting solution.

In January, Aloette used the KyckGlobal platform to generate, stuff, and mail the prior year's 1099 tax summaries to its sales force. KyckGlobal also filed the 1099s with the IRS on Aloette's behalf, saving the company literally **days** of filing time.

Aloette is now pursuing a growth strategy, with an interest in international markets. The KyckGlobal platform is at the ready, offering numerous cross-border payment types and enterprise-level security at every step.

Short-term Goals:

- 🔗 Address payment challenges
- 🔗 Improve payee satisfaction
- 🔗 Automate 1099 summaries

Long-term Goals:

- 🔗 International payment types
- 🔗 Sales team growth
- 🔗 API Integration with KyckGlobal

The Final Results



50% faster payment processing



Annual 1099 prep time reduced from one week to **a few hours**

kyckglobal.com



KyckGlobal