



younique
New Presenter Handbook



WELCOME TO YOUNIQUE

So excited you're here!

Congratulations on your New Business!!!

I'm so happy that you have decided to join Younique. Starting a new venture and business can sometimes be a little overwhelming. The biggest question is always where to start. I'm here to help you understand the basics of Younique and our business so that you can begin building and earning right away and to show you the fun and rewards as well.

The opportunity is huge with Younique! I am so excited to see what we can accomplish as we work closely together. I am DARING you to DREAM bigger DREAMS! With Younique, so much is possible if you put in the work and effort.

What are the things YOU'VE always wanted in life? To be able to travel? To save money for college funds? To leave your full-time job and stay home with your children? To pay for a mortgage? To retire your spouse? To donate to worthy causes? Maybe make new friends? Or belong to something bigger than yourself? Whatever those dreams are and however big they are, hold on to those! Those dreams and aspirations will help to motivate you and to drive you to success in your new amazing business and I'll be here every step of the way.

Please print out this document and place it in a binder for easy reference while you're on the phone or even on the go. You'll also want to direct your new team members to this handbook as well. I encourage you to read through this and add things to each section as you learn and grow. Don't stop there! Successful presenters and leaders are always learning and always improving.

My biggest goal as your upline is to INSPIRE you! This is just the beginning of an amazing future with Younique and I can't wait to share it with you!

Here's to YOUR success!



CONTACT INFORMATION

Where to go for help!

CORPORATE CONTACTS

Support: Many FAQ are located under the “Support” tab in our back office. If your question is not there please contact them through the back office link provided (the support tab) . Phone: (801) 207-9753 (Please use the support tab unless it is an emergency!)

UPLINE LEADERS

Executive Purple Leader: Fredrica (Freddie) Charlton

E-mail: youniquebyfredrica@gmail.com

Facebook: <https://www.facebook.com/fredricacharlton>

Facebook page: <https://www.facebook.com/YouniqueByFredrica>

My Sponsor:

E-mail:

Elite Green Upline: (same)

E-mail:

Facebook:

Phone:

My Sponsors Work Hours:



QUICK NOTE: Your upline leaders can help with a LOT of things, but most often, shipping and technical issues are beyond our realm of assistance. Please contact support directly for any issues regarding your website, products, shipping, or commission.

TEAM TRAINING WEBSITE – GREAT INFO!! www.younifiedteams.weebly.com **Password:** younified

FACEBOOK & NETWORKING GROUPS

Younique Corporate Facebook Page: <https://www.facebook.com/YouniqueProducts>

(Please don't post your own link on this page. Corporate sends these out as they see fit.)

Younique Family Presenter Group (AKA POP): This group is primarily for Corporate Communications.

US: <https://www.facebook.com/groups/387560324657505/>

Your purple POP group is: <https://www.facebook.com/groups/138173956358537/>

Your purple POP group will have great training, motivation and support. This is an excellent place to search for information or to ask questions. **Please add all your team here!!








Younique online mock and test parties: Please look in the Younified teams training website for Parties to Shadow. These parties will be your starting point to creating your own posts and pictures for your Virtual Parties. Remember you can just copy and paste, duplicate, duplicate, duplicate!

Younique Picture Sharing: <http://lashlibrary.weebly.com/>

Find great images you can use with your Facebook pages and print marketing. Be aware that not ALL images are approved for printing unless it specifically says it was approved by corporate.

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COMMISSIONS AND ROYALTIES 101

Learn how you get paid!

REQUIREMENTS	ENTRY PRESENTER		EXEMPLARY PRESENTER		ELITE PRESENTER		EXCLUSIVE PRESENTER	
Status	White	Yellow	Pink	Blue	Green	Orange	Purple	Black
Retail Royalties	20.00%	25.00%	25.00%	25.00%	30.00%	30.00%	30.00%	30.00%
Circle Royalties			3.00%	4.00%	5.00%	5.00%	6.00%	6.00%
First Generation Royalties					3.00%	3.00%	3.00%	3.00%
Second Generation Royalties						4.00%	4.00%	4.00%
Third Generation Royalties								5.00%

RANK BREAKDOWN

WHITE – 20% commission

YELLOW – 25% commission (once you hit yellow you NEVER go back to white or back to 20% commission)

PINK – 25% commission + earn royalties off your team wholesale sales

BLUE – 25% commission + earn royalties off your team wholesale sales

GREEN through BLACK – 30% commission + earn royalties off your team wholesale sales + earn royalties off your first generation elite leaders and their team.

TITLE RANK VS. PAID RANK

Your recognized status will never go down once you reach it. For example, if you hit PINK one month, from then on you'll be recognized as a PINK presenter until you achieve the next rank. However, your "paid as" status resets at the beginning of each month simply because your sales go to \$0 at the beginning of each month. The only exception is once you hit YELLOW you will never go back to WHITE. To check your current status you can go under "my office" then to "my royalties."

REQUIREMENTS	ENTRY PRESENTER		EXEMPLARY PRESENTER		ELITE PRESENTER		EXCLUSIVE PRESENTER	
Status	White	Yellow	Pink	Blue	Green	Orange	Purple	Black
Personal Retail Sales (PRS)	125 **	1,000 ***	250	250	500	500	500	500
Company Wholesale Sales *			2,000	4,000	10,000	20,000	40,000	80,000
Qualified First-Level Presenters			1	2	3	3	4	4
Circle Wholesale Sales *					2,000	4,000	6,000	10,000
First Generation Elites						1	2	4

* Wholesale Sales are 75% of Retail Sales

- First Level Presenters are those you personally sponsored

- First Generation Elite is someone that has advanced to GREEN or higher

- COMPANY SALES includes every single person in your entire downline

- CIRCLE SALES includes sales for your group EXCEPT for any ELITE PRESENTER in your downline and their group

HOW YOU GET PAID

Younique pays its Presenters through an outside company called PayQuicker. It's basically like your own separate bank account just for your business. You are paid in a PayQuicker account daily. After you make your first sale you will receive an e-mail to set up your account. When setting up your PayQuicker account, please do it as "personal". You can transfer out of your PayQuicker account to any bank account (transfer fees apply).

PAYQUICKER DEBIT CARD



Once you reach \$50 in commission, PayQuicker will issue and mail out your debit card. This card is directly connected to your PayQuicker account so once your commission is deposited you can use it immediately. Be aware that there are fees if the card declines or if you use it as a debit card (always choose to use it as a credit card.) Also DO NOT use your card at the gas pump – it will almost always decline. You should be able to use it if you walk into the attendant to charge at the register. PLEASE NOTE- this card is currently available to US Presenters only.

ACTIVE STATUS VS. QUALIFIED

Active Status: You must sell (or purchase) 125 commission points worth of products every rolling 90 days to stay active as a Presenter. If you become inactive, your website is de-activated so you no longer have the ability to place orders. Once you become inactive you have six months to contact support to place a qualifying order (to get you back up to 125) and your website will be reactivated and your downline returned.

QUALIFIED is a term to achieve rank advancement. To become a PINK Presenter you need to have one Qualified Presenter. Qualified means they have sold 125 commission points in a calendar month. Different ranks have different requirements for the number of qualified Presenters.

DOWNLINE

Each Presenter you personally sponsor is part of your First Level. Everyone that you sponsor and that anyone on your team sponsors is part of your downline. You can view your downline by selecting "downline tree." If you click on a Presenter you can find their phone number, e-mail, Facebook link and their sign up date.

TECHNICAL/PRODUCT/WEBSITE SUPPORT

If you ever have technical, order or product issues please contact customer support via your website.

FAST START REWARDS

REQUIREMENTS:

- * Sponsor 3 New Presenters
- * 2,000 Commission Points or PRS (Personal Retail Sales)
- * Do both within your first 90 days as a Presenter

REWARDS

- * Fast Start Charm and receive Younique Cash
(Please check your country for amount rewarded)

Get Rewarded BIG when you achieve FAST START in your first 90 days!

It's important to understand the effort required to get the results you desire. Direct Sales is not a get rich quick scheme. However, hard work, persistence and leadership is highly rewarded and you can earn an INCREDIBLE amount of income with YOUNIQUE! As a general rule, casual hours = casual pay. part-time hours = part-time pay. Full-time hours = full-time pay. Big-time = Big time Pay. Please note that the following examples are based on US presenters, other countries will be slightly different.

WHITE & YELLOW PRESENTERS

These tables give you an idea of what you can earn, but is not a guarantee of income. You earn what you qualify for.

WHITE PRESENTER (20% Commission)

PRS	ROYALTIES	# OF LASHES
250	\$50	8.62
500	\$100	17.24
1,000	\$200	34.48

YELLOW PRESENTER (25% Commission)

PRS	ROYALTIES	# OF LASHES
250	\$62.50	8.62
500	\$125	17.24
1,000	\$250	34.48
2,000	\$500	68.96

YOUR FIRST GOAL as a NEW PRESENTER should be to sell 1,000 Commission Points. Once you reach 1,000 PRS, not only will you earn your kit investment back (and double that), you'll promote to a YELLOW PRESENTER and will earn 25% commission from then on out! If you can sponsor as you sell, you can hit PINK and YELLOW at the same time!

BUILD A TEAM AND SEE SOME GREEN

Building a team by sharing and sponsoring is the fastest and most profitable way to grow your business. These numbers shown are on the LOW end for each rank. If you have a larger team than required by rank, the numbers will be larger. As you build a team, make sure to build WIDE as well as DEEP to make the most from the compensation plan.

PINK PRESENTER (25% Commission)

PRS	CIRCLE SALES	PERSONAL ROYALTIES	CIRCLE ROYALTIES (3%)	TOTAL ROYALTIES
250	\$2,000	\$62.50	\$60.00	\$122.50
500	\$2,500	\$125.00	\$75.00	\$200.00
1,000	\$3,000	\$250.00	\$90.00	\$340.00
2,000	\$3,500	\$500.00	\$105.00	\$605.00

BLUE PRESENTER (25% Commission)

PRS	CIRCLE SALES	PERSONAL ROYALTIES	CIRCLE ROYALTIES (4%)	TOTAL ROYALTIES
250	\$4,000	\$62.50	\$160.00	\$222.50
500	\$5,000	\$125.00	\$200.00	\$325.00
1,000	\$6,000	\$250.00	\$240.00	\$490.00
2,000	\$7,000	\$500.00	\$280.00	\$780.00

GREEN PRESENTER (30% Commission)

PRS	CIRCLE SALES	PERSONAL ROYALTIES	CIRCLE ROYALTIES (5%)	TOTAL ROYALTIES
250	\$10,000	\$150.00	\$500.00	\$650.00
500	\$12,000	\$225.00	\$600.00	\$825.00
1,000	\$14,000	\$300.00	\$700.00	\$1,000.00
2,000	\$16,000	\$600.00	\$800.00	\$1,400.00

Once you have additional GREEN ELITE members in your first level you'll earn 3% off that Elite Group, adding to even more additional income!

PARTIES AND ORDERING

How to purchase and sell

HOW TO PURCHASE YOUR OWN PRODUCTS

Always purchase your own products in a Party so that you can earn free products as a hostess. Every 10 days you should set up a new party through YOUR website (VERY important!) Place all your orders in your party so you can earn hostess rewards. When ordering products you pay the full retail price at checkout, but you will receive your commissions back daily. You earn commission whether you purchase under your own party or under a party that someone else is hosting as long as that party was started from YOUR website.

SETTING UP A PARTY

- * You must be Facebook friends with someone to set them up as a hostess.
- * Parties can be set up for 3, 5, or 10 days. 3 and 5 day parties can be extended through your back office.
- * If you are doing an in-home party, you'll set up the party the exact same way. Learn more about home parties in the section on Home Parties.

1. Go to YOUR website (if you are on another presenter's website the party will be created under them.)
2. Click on "MY OFFICE"
3. Click on "Schedule New Parties"
4. Follow the steps for creating your party.
5. Change the name of your party to something like, "Suzie's AMAZING 3D MASCARA Online Party." Add a welcome message, something fun and upbeat! My last one said:

"Let 2014 be the year you leave behind eyelash extensions and false lashes for a "mascara" that creates amazing lengths! Message me for more photos and video demos to see if our 3D Fiber Lash Mascara is the stuff you've been dreaming off!"

MARKETING YOUR PARTY ON FACEBOOK (Tips from Shari Brown)

- * After you've created the party in Younique, go to Facebook and create a GROUP (NOT an event.) A Group is much more beneficial than having an Event. You'll reach more people in a Group than in an Event.
- * Go to Groups on the left side of the page. If you hover your cursor over GROUPS, you'll see "MORE" pop up. Click MORE and Create a Group. Name your group something simple like, "Suzie's AMAZING 3D MASCARA Online party." You want the name of the party to tell the guests everything they need to know about the party. You're selling 3D Mascara, it's AMAZING, and it's all online! Use "3D Mascara" or "3D Fiber Mascara" instead of "3D Fiber Lashes" so you avoid 10,000 questions like, "are they false lashes?", or even worse, the people who ASSUME they are fake and don't like fake lashes and so they delete and never see what you're all about.
- * Use the word "ONLINE" vs. "virtual", you'd be surprised at how many people still think they actually have to GO somewhere to get to a Virtual Party.
- * Until Younique is a household name, you may not want to use "Younique" in the title. People just don't know what the name means quite yet. Make sure to say "Younique" in your posts though because you definitely want the brand name out there, but the name of the party is what gets people in the door, so to speak.
- * Make the party "closed" or "secret". Then you won't bombard your regular Facebook friends with all your posts. Go to the top right of the page, click on the little icon, then Edit Group Settings.

INVITING FRIENDS TO THE PARTY

Have your hostess invite all of their Facebook friends. 100 people is the minimum, but you want more than that! Coach your hostess and tell them exactly this, "My most successful parties have between 200-400 guests and the hostess comments on posts, tags friends she thinks would love the 3D Mascara, and posts before and after pics of her lashes. The more active you are in the group, the more active your party will be, and the more rewards you will earn." The hostess can then post a welcome message to her friends. **If your hostess hasn't tried the lashes yet, WAIT ON THE PARTY!** Tell her that you are

thrilled that she wants to host, but she will earn so much more in rewards if she can speak from experience and post pictures of her own lashes. That is when the parties explode, when the hostess posts her own lash pics!

HIGHLIGHT THE MASCARA FOR THE FIRST SIX DAYS

You call it a mascara party because you are going to ONLY SELL MASCARA... at least for the first six days or so. Here's why, there are LOTS of cosmetic companies out there. If you post about a different product every day, even if those products are FANTASTIC (which they are but your busy customer is only paying half attention and she sees makeup in her newsfeed. In her mind, her friend Mary is having a makeup party. She doesn't need makeup, she likes what she's using. You've lost a customer. –Faints- But here's what happens when you only post lash pictures... the first day this Customer gets a notification that she's in a group called "Mary's AMAZING 3D MASCARA Online Party." She thinks, "Who on EARTH has a mascara party? It must be special." Then she sees an eyelash before/after pic. Wow. She's intrigued. Then she sees another... next day she sees another, now she's got to check this out so she asks a question. Now she's engaged and you're talking back and forth and every time you chat and your hostess chats, all of the 300 members of the group are getting notifications. Even the busiest person will understand what it is you're selling if you keep your messages simple and just focus on the 3D Mascara. No matter how happy a woman is with her makeup, we ALL want longer lashes!

In almost every party, after the ladies have ordered, received, and loved their 3D Mascara, I always get this question... "What's next?" They want to know what's my next recommendation. Personally, I go to Glorious Face & Eye Primer and Awake, because they are my next faves. In many cases, my hostess asks to start a second party so we can now cover the rest of the line. #winning. Just make sure you go back through EVERY POST and swap out the new link for the old link.

MAKE YOUR PARTY LOOK NICE

Make sure you get a nice, professional looking banner up at the top of your group page, you type out your welcome post and use an eyelash pic, and pin that to the top of the party. Always include a picture with every post. The best lash pictures compare the customer's old favourite mascara look to her NEW favourite mascara look. People want to see what the lashes used to look like when they were all made up, and what they look like NOW.

HOW TO PIN A POST TO YOUR GROUP

To pin a post hover your cursor over the top right corner of the post and you'll see an arrow appear that is a drop down menu. Click "pin post". Keep it pinned for the first 3 days and then you can unpin it. But GET ALL OF THIS DONE BEFORE you have your hostess invite her people. Think of it like getting your house ready for your guests to come.

POST EVERY DAY

Make sure you're posting 2-3 times a day in the group. Always post the party link anytime you post a pic so that it's easy for people to understand how to order and they don't have to go searching for the link. Space down a few times to keep the party link separate and I make it very clear for people.

"Click [HERE](#) to shop Mary's party... < leave a space so your link will work properly! (Insert party link here)"

DON'T DELETE THE GROUP RIGHT AWAY

I like to keep the Groups around even after the parties are over because 1 or 2 times a month I post the monthly specials or new product info. I figure these are people that I wouldn't have access to otherwise, so I don't like to let them go. It's also a great place to offer a free pigment or lip gloss in exchange for hosting a party down the road, and the Presenter opportunity!

The biggest thing is DON'T give up. You will have parties that are a bust. So much depends on your host. Get your host excited and onboard and your parties will be more successful. Make sure you host MORE than one party at a time. Host 10-15 parties at the same time. If that's more than you want to do, find 3-5 friends to host parties for you. The key is PARTIES WORK! They work for sales, finding more hosts, and recruiting! Always invite your hostess to Join Younique!

HOSTESS COACHING

Create a winning party

HOSTESS REWARDS

Younique Party Rewards

Party Points	2000 - 3499	3500 - 4999	5000 - 9999	10000 - 9999999
Free Product *	10%	12%	14%	16%
Half-Price Items	1	2	3	4

All Hostess Rewards are provided by Younique. Your hostess doesn't need to figure out what to use her host rewards toward when the party closes. Once the party closes her rewards are immediately added to her account. Your hostess cannot redeem her rewards until the day after her party closes. She needs to go through your website to do it and she must be logged into her account. Any Younique cash or rewards you or a hostess earns will show up when you go to checkout, after adding items to your cart. Parties' close automatically on the end date. They cannot be closed earlier and only 3 and 5 day parties can be extended (although you must contact support for this to be done).

Younique cash cannot be used to pay for shipping or taxes or applied to any half priced items. Hostess reward redemptions do not count towards your personal sales or other party credits unless they pay above their rewards and half priced amounts.

TIPS TO SEND YOUR HOSTESS

I am so excited for your Online Younique Party! Here are some tips to help to ensure a successful party.

- * Once the event is created, immediately invite at least 100 people: the more invites, the more attendees. Even someone you think may not be interested just may be!
- * Every time an invite "Joins" the party page, greet & welcome them personally with excitement. Your excitement is very contagious; use your words to express this. Also, ask them to extend invite to their Facebook friends as well. The more the merrier applies here!
- * When your Presenter makes a product post, try to tag at least 3 people in that photo and ask yourself "whom do I know that would LOVE this product?" TAG, TAG, TAG. Tagging will help more of your friends see the posts in the party. Simply adding them to the group doesn't ensure that they will see the group. When you tag them they will see a notification. To tag someone, type "@" and then the name of the person. Ex: @Michellebell.
- * Comment on your Presenter's posts, ask questions that contain tags (even if you know the answer) show your friends that you are engaged & care what they think.
- * Make your own post, including pictures even. At least once daily (the more the better) during your party, ideas for posts can be asking the Presenter questions, telling a funny cosmetic related story that women will relate to while tagging your friends in the post, review a product that you have already tried. REMEMBER: Your friends will not be interested in your party if you are not there.
- * Once the party ends, your host rewards will be automatically added to your Younique account. Simply go to my website, login and you can use your earned Younique Cash toward any products, including collections. Host Rewards do expire after one year.

SELLING YOUNIQUE PRODUCTS

Share what we offer

ALWAYS ASSUME THE SALE

The best thing you can do is just always assume that people are going to purchase even right there on the spot. Don't be afraid to ask for the sale! If you are taking orders, have a clipboard with an order form and hand it to them and say, "Okay, let's get you started" or "let's get your favorite products ordered for you". Remember that people know you have a product to sell and they are expecting that you are doing an exchange – product for money. If you simply ask for their contact information and never offer the sale you are missing out on opportunities.

ASK CHOICE QUESTIONS or QUESTIONS THAT WILL ALWAYS BE ANSWERED "YES"

Direct them to the products and ask them "what colors do you usually like to wear?" Instead of "do you wear eye shadow?" or "would you like to sample the moisturizer or BB cream?" or "Why don't we have you sit down and you can try a sample right now?"

LEVERAGE THE MONTHLY SPECIALS AND THE COLLECTIONS

Show them how much they save by purchasing in bulk or with the special. Get familiar with the prices and sales so you can easily tell someone what the price is for most products.

BE THE PROFESSIONAL

People you are speaking with, whether it's at a home party, a booth, or just a casual conversation, are assuming that YOU are the expert. While it's okay to not know all the answers (you can always tell them you just got started and you are still learning about all the products), be confident that you know enough! As the presenter you are helping them to decide what to purchase. They will base a lot of their decision on your recommendations and well as how well you listen to what they would be interested in. Ask questions and then be quiet and LISTEN!

STUDY PSYCHOLOGY

- Learn tips about reading and influencing behavior.

Nod your head when you ask questions to prompt others to say yes.

Start with a higher priced item and be able to offer an alternative.

When you ask a question WAIT for the ANSWER.

Tell yourself you CAN! Daily positive affirmation!

Always listen for the maybe.

Offer alternatives to objections.

Learn to answer objections with FEEL, FELT, FOUND.

Ex: Customer: "I'm worried this mascara will take too long to put on each morning."

Presenter: "I understand how you feel... I too am busy in the morning and I don't always have a lot of time to put on makeup. What most people have found is that it really just takes a few minutes to get the look they want... really not much longer than regular mascara. Once you get the process down it will be super quick."

- You can use the same method for addressing objections in any area.

Ex: Prospective Presenters: "I just don't have time to do a business like this."

Presenter: "I understand how you feel. I have had other presenters that work or have families that had the same concern. What they found is that this business is very mobile and because so much can be done online the activity you do can fit into the other important responsibilities you already have. If we could sit down with your schedule and I could show you how this could work, would you be interested?"

- Another great way to handle objections is to ask a question back.

Ex: This makeup is too expensive.

"What price do you feel would be acceptable for high quality, all natural cosmetics?"

HOW TO MARKET YOUR BUSINESS

Time to get sharing!

“YOUR MOUTH IS YOUR OFFICE: KEEP IT OPEN!!”

FIRST THING:

You, and only you, are responsible for building your business. Your upline cannot build your business. You cannot simply rely on your downline to build your business. Your business is YOUR responsibility. There are many different ways to market and promote Younique products. You are only limited by your creativity and resourcefulness (and just a couple of company policies.) If you ever feel like your business is struggling, make sure you try out all the different ideas and then go to your upline for additional help. There are LOTS of presenters selling a LOT of product. Learn from what the top leaders are doing and duplicate them.

Ready to sell a lot? Get ready to talk it up! The more people you have conversations with (online or in person) the more sales, hosts, and even presenters you'll have.

ONLINE AND SOCIAL MEDIA

- * Facebook profile, Facebook groups, Facebook messages
- * Pinterest
- * Instagram
- * Google+
- * YouTube
- * Bloggers Review and Giveaways
- * E-mail marketing

PARTIES

- * In home/grand opening (contact previous customers to book)
- * Offices/work places (perfect for husbands!)
- * Virtual/Mystery hostess party
- * Girls night in

FACE TO FACE

- * Conversations as you are running errands (use the sample pack method)
- * One-on-ones

BEAUTY FIELD/COSMETOLOGY

- * Nail Salons
- * Hair Stylists
- * Makeup Artists
- * Eyebrow Threaders
- * Eye Lash Extensions

NEED MORE LEADS??

Remember this is YOUR business. If you don't have business coming in, go and GET the business.

- * Place a drawing box at a salon and pick it up weekly
- * Make a goal to have 3-5 contacts EACH day
- * Go back through previous leads/customers and invite them to host again
- * Write your list of 100 and ask for referrals

SPONSORING NEW PRESENTERS

Build your team big

BUILDING A TEAM BUILDS YOUR BUSINESS

With direct sales you are not just buying a business you are buying a franchise. A business that other people can duplicate all on their own. Direct Sales offers something that other businesses don't LEVERAGE. In most jobs you get paid directly on how much time you invest, EX: \$10/hr. You can't make more money unless you invest more time. But with a direct sales business you are able to leverage your time by adding new "franchise" owners.

By having your networks continue to increase your business will not grow by 2s or 3s... with the right leadership and activity it can grow exponentially, doubling, tripling or even more.

RECRUIT VS. SPONSOR

I personally don't like the word "recruit." Recruiting to me means you are trying to sign up as many people as you can and that your relationship with that person doesn't really continue much past the sign up. But what if instead of recruiting we SPONSORED. That means we have a hand in that new Presenters success. We are there for them every step of the way. We set up training with them and we support them. We teach them how to be leaders themselves so they can take the SAME steps and duplicate it with their team. I would encourage you to be a SPONSOR, not just a RECRUITER. Follow the same sponsoring guide to help them find success right away! Have the mantra of "I Do", "We Do", "You Do".

WHO TO INVITE

Everyone! I'm going to repeat that one more time, "EVERYONE!" The biggest earners in direct sales invite everyone. Every single person they have a conversation with about the company or products always learns about the business. START WITH THE BUSINESS and follow up with the products.

THE KEY IS TRULY BELIEVING IN THE OPPORTUNITY

Do you believe that you have an amazing opportunity?

Do you believe your business could bless someone's life?

Do you believe someone can make great money with this business?

If your friend had signed up and not told you until a year later would you be upset about that?

So, what is keeping you from telling the world? Remember your "job" is simply to invite!

ONE APPROACH:

Sell first then invite. Let them try the product and then talk to them about the business.

BETTER APPROACH:

Sell, while also inviting. If you are able to have a conversation before they purchase (which isn't always possible), a great line to use is "if you love this you should really consider becoming a presenter."

INVITE:

Be excited and passionate when you invite. Here are some sample ways to invite:

"Have you ever thought about having a business like this?"

"I love referrals! Do you know anyone that would be a good fit for a business like this?"

"You are so friendly, have you ever considered promoting the products?"

"Did I tell you about how you can purchase at wholesale?"

"Who do you know that might be interested in an opportunity like this?"

LISTEN MORE THAN YOU TALK

If you truly believe this business could help them, let them know that. But don't just talk, talk, talk. The key is to ASK questions and listen. You are not trying to sell them on being a presenter. You are trying to see if this business is a good fit for them. Include urgency in your conversation. You can use words like, "You couldn't have picked a better time to sign up because..." After your conversation gauge where they are at. Ask, "On a scale of 1-10, 1 being you'd like to be a great customer and 10 being you are ready to sign up, where are you?" If they are anywhere above a 6, ask them what concerns you can help answer or what would need to happen to get them to a 10.

THE FORTUNE IS IN THE FOLLOW-UP

The BIGGEST "secret" to sponsoring is after you have invited, to follow-up. And to follow-up in a timely manner. Let them know you will contact them in a certain amount of time and then write down that information on your calendar. Don't stop inviting until they say "no." Not now is not a "no." Everyone has different timing. Ask them when would be a good time to follow-up with them and make sure you write it down in your calendar, then follow through!

Make a list of your "prospective presenters" and start building relationships with them. Check in with them, ask them how their family is doing, etc... Let them know you are interested in them as a person, whether or not they decide to join.

DEFAULT ON THE PRODUCT

If they decide the business is not for them, get them started as a customer. Help them pick out a product to purchase. Who knows, they may turn into a Presenter down the road.

OTHER SPONSORING TIPS

People are attracted to successful people. Use Facebook to talk about your business in a subtle way and you'll have people asking YOU about your business.

"I'm so excited about this new venture."

"This business is so much fun."

"I can't believe I was able to pay my whole car payment with my commission check."

"Just promoted to a BLUE Presenter, this business is so exciting."

"I just earned _____ with my Younique business."

"Can't believe I get paid to play with makeup!"

* Connect and Network with other Direct Sellers. You never know who is looking for something.

* BE POSITIVE in life, Facebook and everywhere! People are attracted to positive people.

* Show the value of the kit. If you have someone interested in buying lashes, let them know that for just \$70 more they can upgrade to a Presenter kit.

ABOVE ALL – don't get discouraged if you get NO's. Statistically it's ONE yes per TEN no's.

CONSISTENT EFFORT BUILDS BIG

Here's how you can get your company to grow to over 4,000 in only 1 year!

Guess what would happen in 1 year if you recruited only 1 person every month and that person recruited only 1 person every month and every person in your company recruited 1 person a month? Here's the math:

Month 1 – 2	Month 5 – 32	Month 9 – 512
Month 2 – 6	Month 6 – 64	Month 10 – 1024
Month 3 – 8	Month 7 – 128	Month 11 – 2048
Month 4 – 16	Month 8 – 256	Month 12 – 4096

CHECKLIST NEW PRESENTERS

Support your team

PRESENTERS INFORMATION

Presenter's Personal Information:

Phone: _____ Best time to call: _____ Texting OK? _____ Birthday: _____

Address: _____ City/State: _____ Zip Code: _____

Occupation: _____ Spouse & Occupation: _____

Number of Children & Names: _____

Interests/Hobbies: _____

What are your favorites? Restaurant / Color / Collect anything / Hobbies / Gold or Silver?

Presenters Business Goals:

What is your vision "WHY" for your Younique Business?

What would you like to accomplish in the next 3 months?

How much do you need to be earning in the next 3 months to feel successful?

What is your long term dream for you and your family?

Presenter's Financial Goals:

I would like to make \$_____/month by _____.

I would like to make \$_____/month by _____.

I am willing to invest _____ hours a week in my business.

I am willing to hold _____ events each week or _____ each month.

PRESENTER TRAINING

TRAINING SESSION ONE

- Complete New Presenter Profile
- Invite to Team & Company Calls
- Join Team FB Groups & Corporate Page
- Show Team Training Website
- Download Younique Presenter Handbook
- Website Orientation
- Set up First Party
- Update Profile Information
- Find Royalties and Sales
- Learn How to Enter Orders
- Importance of Conversations
(3 new leads, 2 customer calls, 1 presenter call)
- Explain Compensation
- Facebook 101
- Explain how FB groups work and how to market in groups
- Networking through FB
- Posting on your profile
- Facebook Messaging
- Choose date for Opening Business Debut
- Set goals for the next 1-2 weeks
- Set a date for the next Training Session

TRAINING SESSION TWO

- Answer Questions about kit
- Product education
- Review scripts for FB, booking parties, and inviting to join
- Set goal to invite 30-40 guests to grand opening
- Set goal to have weekly events and at least ONE live party each month
- Set goal to have 3-5 conversations a day
- Set a date & time for the next Training Session

TRAINING SESSION THREE

- Review Progress
- Review Comp Plan, Set Goals
- Identify Potential team members
- Set goal to invite 10 people to join the team
- Set up Mentoring Calls

NEW PRESENTER CHECKLIST

- List of 100 completed
- Presenter Handbook Read
- Added to Profile on Website
- Added Google Analytics
- Listened to New Presenter Orientation Call
- Grand Opening Booked & Held
- Posted to 5 FB Groups
- Posted to FB Profile
- Added a pin to Pinterest
- Found 6 people to host Online Parties
- Booked TWO Home Parties

ONGOING SUPPORT:

Once the initial training checklist is Complete, provide ongoing support Based on the Consultant's weekly business efforts (workshops).

LIGHTLY ACTIVE

- Infrequent Workshops
- Monthly mentoring call
- Invite part imitation on FB groups
- Invite to team calls/events
- Encourage selling to friends/family

MODERATELY ACTIVE

- 2-3 parties monthly, may sponsor
- 2 mentoring calls a month
- Provide personal support/coaching
- Set and review goals & plans
- Focus on sponsoring

HIGHLY ACTIVE

- 15+ parties monthly, consistent sponsor
- Weekly mentoring calls
- Discuss training and team growth
- Identify potential Yellows & Pinks
- Focus on duplication and leadership

PRESENTER POLICIES & AGREEMENT

Know and follow the rules

DISCLAIMER: This is not the **FULL** Presenter Agreement. Please find that online and review it for a complete set of policies. I am only including some of the basic policies as a quick reference.

PRESENTER QUESTIONS

- Must be a legal resident or legally authorized to work in the country where Younique is doing business.
- A business CAN enroll as a Younique Presenter by submitting a Business Entity Registration Form along with the Presenter Application & Agreement. Individuals can change their status to a business entity as well.
- All presenters must have a Social Security Number or Employer Identification Number.
- Presenters are responsible for paying all taxes owed for the compensation they receive. Younique does not withhold income taxes.
- There are NO geographical or territory restrictions.
- If you feel there has been an error in your commission, you must notify Younique in writing within 60 days.
- If a presenter becomes inactive their downline rolls up one level to their direct sponsor.
- For information on transferring or selling a Younique Business see the complete Presenter Agreement.

MARKETING YOUNIQUE

- No Mass unsolicited Emails, No Cold Calls/telemarketing
- Not allowed to sell products on EBay/Online Auction sites, on an online retail store or ecommerce site, or Craigslist.
- You are allowed to share and sell on social media sites.
- You can't carry enormous amounts of inventory/stock.
- Keep track of customers that purchase with cash & carry.
- You are allowed to do sponsored links or pay-per-click ads.
- ALL print advertising must be approved (adapproval@yuniqueproducts.com)
- Can use LOGO in communications for things for yourself or your team to conduct business.
- You cannot have a third party produce items with the Younique logo without prior permission.
- Do not make income claims or guarantee to potential Presenters.

USE OF YOUNIQUE NAME

- As a Presenter you may use the Younique name in the following manner:

Alice Smith

Independent Younique Presenter

- You are not allowed to use the name Younique in any form in your team name, a tagline, an external website name, your Personal Website address or extension, in an email address, as a personal name, or as a nickname. Additionally, only use the phrase Independent Younique Presenter in your phone greeting or on your answering machine to clearly separate your Younique business from Younique, LLC. For example, you may not secure the domain name www.buyYounique.com, nor may you create an email address such as Youniquesales@hotmail.com

NO FALSE CLAIMS

- Presenters may not make claims about the therapeutic or curative properties of any products offered by Younique, except those contained in official Younique literature.

ENROLLING OTHER PRESENTERS

- You may not use your credit card to enroll another Younique Presenter under you or anyone else. You may not offer to pay for all or any portion of a recruit's enrollment nor may you offer gifts, incentives, or anything of monetary value in exchange for enrolling. Working with a Host to enroll, and then transferring the benefits they receive from the party to start-up Presenter benefits, is acceptable.
- You may not purchase Younique products, either directly or by placing orders or purchasing product from another presenter (regardless of who ends up with the product), in a manner that results in you qualifying for a rank advancement or achieving an incentive trip, reward or recognition.

DON'T TARGET DIRECT SALES COMPANIES

- No consciously targeting the sales force of another direct sales company for recruiting purposes

PRODUCTS, QUALITY, and RETURNS

Get to know what you sell



The Younique Love It Guarantee



3-Hour Window Order Cancellation

Orders can be cancelled within three hours of being placed. This is done through a Customer's Younique account **under their order history, order ID, and "Cancel"**. To change an order, the initial order must be cancelled and a new order placed. Once the 3-hour window has passed, orders cannot be cancelled.

Within 14 Days of Product Delivery

Within 14 days of product delivery, if a customer is unsatisfied with the quality of Younique products for any reason, they may return them to Younique for full Younique Product Credit (Y-Cash), an equal-value product exchange, or a full refund, minus shipping and handling. Returns and exchanges need to be filed by submitting Support Request at www.youniqueproducts.com/business/support. An agent will contact the customer with the next steps required for completing the return.

Within 15-30 Days of Product Delivery

Within 15 and 30 days after Product Delivery, Products can be exchanged for Younique Product Credit (Y-Cash) an equal-value product exchange, or 80% of a full refund, minus shipping and handling. Returns and exchanges need to be filed with Younique Customer Support at www.youniqueproducts.com/business/support. An agent will contact the customer with the next steps required for the return. Please see steps below for returning products to Younique.

Within 31-90 Days of Product Delivery

Within 31 and 90-day period after delivery, products can be exchanged for Younique Product Credit (Y-Cash), or an equal-value product exchange, minus shipping and handling. Returns and exchanges need to be filed with Younique Customer Support at www.youniqueproducts.com/business/support. An agent will the customer with the next steps required for completing the return.

FACEBOOK ACCOUNTS

Using profiles and pages

SETTING UP A BUSINESS FACEBOOK PAGE

A Business Facebook Page gives you a professional presence on Facebook. If you choose to create a business page, you'll want to build it up and use it consistently.

- * Go to this page and click "Create Page" on the top right corner. <http://www.facebook.com/bookmarks/pages>. Choose "brand/product" and then "health/beauty"
- * Your Facebook page name or image MUST say something about you being an Independent Presenter and not give the illusion that you are representing the corporate page. Something like "Younique with Michelle" is fine. You can also use "Natural Beauty by Annie" or something similar. The name does NOT have to have your name in it.
- * You can schedule posts by clicking on the little clock icon below the area you write in. This is a very convenient way to keep your own business hours, but have the posts go on your page at the times that most people will see them. You can even set up your entire week of posts in just about 10-15 minutes.
- * Try to be consistent with posts. Add tutorials, specials, your accomplishments, and things that would add value to those that see the posts.
- * Add inspirational and funny posts as well.
- * The most important thing with a Facebook Page is to increase the reach of your posts. The way to do that is increase your likes. There are lots of ways to increase your likes on your page, such as running promotions and giveaways. If you plan on using your business profile, I highly recommend learning more from social media experts on increasing your reach.

Here are some pages where you can find more great info:

<http://socialmediatoday.com/will-sigsworth/1705511/how-important-are-facebook-likes-your-business>

<http://www.socialmediaexaminer.com/facebook-page-likes/>

<https://www.facebook.com/business/promoted-like>

<http://www.businessinsider.com/five-tips-on-optimizing-likeability-on-your-facebook-business-page-2012-6>

USING YOUR OWN FACEBOOK PROFILE

- * THE FIRST thing you want to post is a photo of you with the 3D lashes and something similar to:
 - "Found this awesome new product that makes my lashes longer too. I just love it! Let me know if you want to find out more about it." (Don't post your website and don't talk about it.)
- * Many people like to use their own Facebook profile. The benefit of your own profile is that many of your friends will see your posts, instead of relying on people to like your page or join your group.
- * You want to add more friends to increase your reach. When someone asks for information about the lashes, consider asking them to request you as a friend (it's better for THEM to request you as a friend than for you to send them a friend request – helps you to avoid being put in Facebook Jail.)
- * Don't OVER post. You don't want your friends to get completely annoyed, lol I would say keep 1 out of every 8-10 posts about your business. Your friends want to know you have a real life and time for your family. ☺
- * Be subtle! People respond more to subtly than "I'm looking for 3 motivated people to join my team" or "I need to sell 4 more sets of lashes to meet my goals." Other people are attracted to success and people who are positive. Post things on your page that are uplifting and inspiring! Here are some examples of things you can post:
 - * So excited I was able to pay off my credit card with my business!
 - * Can't believe I've already promoted with Younique. It's so exciting!
 - * Welcome Sarah to my team! She's going to be amazing!
 - * It's so great having a supportive team and an awesome upline. Love this company!
 - * I just earned \$100 in free makeup just for sharing my favorite product. So awesome!
 - * I love helping other women start their own businesses. Message me if you want to learn more!

MORE TIPS FOR USING YOUR FACE BOOK PROFILE

MAKE YOUR PROFILE PROFESSIONAL

Add Younique to your job title and include your website. Make it EASY for people to find out what you are doing. Don't include your personal address or home number – cell phone number is optional. E-mail is a great idea. You may also want to reconsider some of the things you are posting – if it's something that could be offensive, controversial, etc... maybe keep it off Facebook and limit it to private messages.

INCREASE YOUR FRIEND BASE

This is totally up to you, but considering that your profile may be one of your best marketing tools, you may want to enlarge your circle of influence. Look over the friend "suggestions" on the right side and see if there are people you'd like to add so they can see what you are doing with Younique. Consider adding clients as friends so that you can tag them and THEIR friends will see it. If you are friends with someone you can also post on their profile thanking them for their order.

BE POSITIVE, FUN & AUTHENTIC

Share posts that draw likes and get comments but again, stay authentic to YOU. Don't just start posting random things that you would never post. Share inspirational quotes, videos or share positive experiences you are having. Share things that you are grateful for and things that make you happy. Be funny, share appropriate images that make you laugh, those quirky ecards going around are great examples. When you share stories you help people to connect to you. It also shows people that you are a REAL person (not a scammer) you'll have people investigating Younique that will look at your profile to see if you are someone they trust in purchasing from. It shows that you are busy with your family and real life, but still finding success with your business. People that are busy that wonder if it will fit into their life will be looking to your example and they want to see that you're having fun too!

KEEP IT SAFE

***FRIENDS vs. PUBLIC. While I'm encouraging you to post more often, use common sense and be safe about what you share. Don't make personal things "public." Your public posts could just be your Younique photos and testimonials. You do want someone searching for your name to see that it's very obvious that you are a Younique Presenter. People that don't know you that are considering joining want to make sure they join someone that is really doing the business and is successful or working toward being successful. Don't share when you are out of town or where you'll be going. Don't give out your personal address on your profile or posts. You can read more about Facebook safety here:

[http://www.huffingtonpost.com/2010/11/01/what-not-to-post-on-facebook_n\)764338.html](http://www.huffingtonpost.com/2010/11/01/what-not-to-post-on-facebook_n)764338.html)

INTERACT WITH YOUR CLIENTS

You can include on your profile a comment that is a testimonial on the products, * just shared with me how much she loves the AWAKE facial cleanser because it has caused all her acne to disappear. Yeah! And if possible always show a photo. Ask clients to take photos of their results and share them with you, along with their personal review and make sure to ask permission to share!

STICK TO BUSINESS HOURS AND BE PRODUCTIVE

Facebook can be a TIME SUCKER! Stay focused and keep on task. It may be helpful for you to use a kitchen timer especially if you are working with kids at home. Set the timer for 30 minutes and let your kids know you'll be working for 30 minutes, but once the timer goes off you are available to do things with them. Time management is a skill that anyone can improve on.

Remember that Facebook is NOT the only way to market your business. But with the amount of people using Facebook, it's definitely an amazing tool you can and should utilize!

FACEBOOK GROUPS

Using groups to market

WHY I USE GROUPS

Many communities have set up selling/buying/trading groups that basically imitate the idea of Craigslist – an online garage sale. Some limit it to used items, others allow local businesses to advertise services. Some are secret or closed, others are open. All are FREE. Some of the groups may be small (100-300 people) but other groups are massive (8,000+). Where can you get in front of that many potential in a short amount of time from your own home? That's the power of Facebook! Some of the TOP sellers and sponsors market on groups. Be mindful when posting in groups (spamming is against Younique's policy) and do not post over top of other Presenters. Follow group rules and get to know other's in the groups. You will be far more successful this way!

JOIN GROUPS

There are thousands of groups across the U.S. so go ahead and start searching for them. You can start with local groups: Greenfield friends, Gilbert Neighbors, etc. But then feel free to branch out to other areas. Search for words like, "buy/sell/trade", "online selling", "online garage sale", "tag sale" (for east coast), "yard sale", neighbor, friend, or type in a city name. You'll also notice that Facebook will suggest groups for you, ones that other people already belong to. You can also join networking and direct sales groups as well. Be aware that if the group is "OPEN" your Facebook friends may see notifications of your postings. That's usually not a problem, unless you already belong to another direct sales company. Facebook will only allow you to join so many groups a day, so be mindful of this so that you are not put in Facebook "Jail".

START POSTING

Here is an example of some posts you can add to a group. Make sure to include an awesome photo of eyes, 1-2 photos is all you need. Keep your posting to 1-3 sentences MAX. Pique the interest and have a great photo. Examples:

"Get AMAZING looking lashes without the expense and hassle of extensions and fake lashes. 1st coat goes on like Mascara, 2nd coat has natural fibers from green tea leaves. 100% Natural ingredients and GLUTEN FREE! Message me for more info!"

"Ladies, don't spend lots of money on extensions and fake lashes. Goes on like mascara and make your eyes look amazing!"

"Ready for fabulous lashes without the mess of falsies and expensive of extensions and will last you 2-3 months! Goes on like mascara! Add me for info! I can't see messages if we aren't friends"

"Want LONG lashes WITHOUT putting on fake ones? Goes on like mascara! Message me!"

"Get AMAZING looking lashes without extensions and fake lashes. GLUTEN FREE."

TIMING OF POSTS

While there is no perfect time to post, most people are on between 8 and 2 or late at night (9 pm – midnight). Apparently I'm not the only late owl! I literally had conversations with a gal at 12:30 am and was trying to finish messaging others so I could head to bed. You do NOT have to do that but find times that work for you (early morning, mid-morning, early afternoon, after work, etc.) Remember however that you are posting to all time zones, so if you are posting on your east coast groups watch their clocks not yours.

One suggestion is to NOT post your website/cost right away. You want to be able to send them a message with lots of photos and more of the info. If you do start getting a TON of requests for info, I have added my website as a comment because I know it will take me several minutes to message each person, and the last thing I want is for someone to get antsy and go to Google and try to find out what product it is.

HOW MANY GROUPS TO POST TO

It depends on the results you want. Amy King, who promoted to BLACK just over 3 months posts to FIFTY groups every day. She'll start getting notices that people have commented on her posting but she doesn't reply until she's done posting. Then she goes back and asks that they message or friend her. She then sends them this message, along with 10-15 photos of different people with 3D Lash Mascara on. Here's what she messages them back:

"Our number one sellers are the 3D Fiber Lashers! You will never go back to the store bought mascara. Removes easily with makeup remover or soap and water... not fake lashes. The 3D fibers come with two tubes packaged in our signature case. One tube is transplanting gel, the other tube is dry fibers! The dry fibers are what create fullness and length. They are 100% natural, made from green tea leaves. No fillers, no talc, no chemicals and gluten free. They go on like mascara, but the 2nd tube, dry fibers, is what you use to get your lashes to whatever length you want. Only \$29USD/\$35 CAD and both tubes last 8—12 weeks! Some people even wear them 2 days in a row. You decide how long you want them. No glue, no mess. Quick and easy! To order, click on the link... www.yourbusinesspagehere.com (change to your current open party on your open website). Make sure to like my business page for chances to win free products: "your Facebook fanpage here". "Here is a quick demo of the 3D lashes (attach your favorite YouTube video here). You can find lash videos on Corporate or Younified Teams YouTube Channel.

By messaging, you are able to start a conversation with that person, ask them more questions, etc. Feel free to take the conversation offline by asking for a phone number, especially if they start asking about becoming a presenter. Just say, "Go ahead and give me a quick call. It's so much easier to explain over the phone than on Facebook". I CAN'T stress the importance of a phone call for someone interested in joining as a presenter! Yes, you can give facts and links over Facebook but DON'T. Nothing expresses the potential of this business like the excitement and urgency in your voice. Plus, you'll be making that personal connection (laughing, having a happy sound to your voice). You just can't replace that with Facebook, so whenever possible schedule a call.

Be aware that most messages will go to that person's "other" folder if you aren't friends. A lot of people don't know they have an "other" folder or where to find it. Those checking Facebook from an iPhone can't even see that folder from their phone, they must check from a computer. So, requesting that they friend you is a more sure way to ensure your messages will get to them. If people are requesting friend requests from you, you can't get in trouble with Facebook.

RESULTS

Your results are going to vary. I get the best results when I post in groups where there aren't a lot of presenters, which makes sense because it's new. I also get great response in local groups when I offer local pickup. Does everyone purchase right away? No! In fact, the majority won't so don't get discouraged or disappointed and you won't get a sale off every post. It seems to me that I need to post on about 10-15 groups before I start getting sales. But once you have connected with them on Facebook you can go back a few days later and check in with them to see if they had questions or if they were unable to order through the site. A helpful reminder about our quick shipping, ex: "Order on Monday and you'll receive your 3D lashes by Thursday" helps as well. Just ONE order a day of JUST 3D lashes gets you 30 orders a month which turns into sales each month. Increase that just a little bit and you hit YELLOW in your first month!

Does posting on Facebook take some time? Yes! But Amy decided that she was willing to be somewhat tied to her computer for her first two weeks and it has paid off big time. So, invest more time up front for more income and free time later! Also, keep on task! It's so easy to get distracted on Facebook. Be focused and remember you are working during your office hours and not playing on Facebook! ☺

GUIDELINES

Don't post on top of another presenter and don't try to take customers away from another presenters post! ☺ Play nice!

HOW TO SPEND YOUR TIME

Create an efficient biz

I'll be the first to admit it's easy to get caught up into activities that are NOT income producing activities.

What are income producing activities?

- * Introducing someone to the products
- * Introducing someone to the opportunity
- * Helping others introduce people to the products or opportunity

And that's it! All other activities are supplementary or supportive of those two activities. The most efficient way to spend your time is to concentrate on having conversations with others, where that be online through social media, on the phone, in person, through a party, at a booth or via Skype.

What other activities are important?

CUSTOMER SUPPORT

- * Send out thank you cards
- * Follow up with TIPS & see how they liked their product
- * Encourage customers to host or join
- * Contact in 3 to 6 months for reorder

OFFICE/BUSINESS MANAGEMENT

- * Print labels and marketing material
- * Record expenses
- * Organize office
- * Keep track of leads and customers

TEAM SUPPORT

- * Incentives
- * Team calls, newsletters, online support

THINGS THAT ARE NOT INCOME PRODUCING

- * Going into your back office looking at your numbers and just hoping they will move up
- * Clicking on links and watching videos in YouTube
- * Keeping up with the Kardashians, Duck Dynasty, Honey Boo Boo, Miss USA, Miley Cyrus, Tom Cruise and whoever is making news this month. Don't let Facebook zap your time!

A NOTE ABOUT NUMBERS

Success in Direct Sales/Network Marketing has a lot to do with numbers. The more people you talk with the more people you'll find that want to join or purchase. Remember it's LESS about "selling" people on the products or opportunity and more about FINDING those that will be interested. Also keep in mind that on average it takes someone seeing something more than SIX times before they are interested. So, make sure you follow-up and continue that relationship with the prospect, even if they aren't quite ready to join.

HOW MANY TO FOCUS ON

One mistake that many new presenters make is to focus on that ONE new possible recruit. They continue to follow-up with that ONE potential and don't put efforts into searching for other team members. While you should never stop asking someone unless they say "NO", put a note on your calendar on when to follow-up with them and then get started on looking

for others. While you are waiting for that ONE to decide, you can sponsor several others that are ready!
Feel free to change this up for yourself! This is just a sample and suggestions.

DAILY TASKS

- * Get dressed ALL THE WAY to hairspray! NO WORKING IN PAJAMAS! By doing this you are open for business.
- * If you are dressed for success, you will find success!
- * Talk to 3-5 new people about Younique EVERYDAY!
- * Work on Personal Development 30-60 minutes per day (scripture study, motivational or direct sales books, etc.)
- * Each night write up your TO DO list for the next day.
- * Do this for 28 days in a row then it will become a habit!

WEEKLY TASKS

- * Monday – Customer Day – Write thank you notes to random or first time orders and send out samples.
- * Tuesday – Team Tuesday – Meeting day, do your one-to-one calls/meetings, trainings/webinars, email at risks, newsletter.
- * Wednesday – Social Media Day – Do 5 pins on Pinterest, post in 2-3 Networking groups, look for more groups, post on business page, post on personal page. Respond to 5 tweets, do a tweet.
- * Thursday – Supply and Planning Day – Find or plan a local event for the month, reserve spots, plan a party, check inventory, check business cards, labels, stamps, envelopes, and samples and clean out binder.

WEEKEND

- * Do 1 event or party, relax, and spend time with family.

MONTHLY TASKS

- * 1st Week – Team recognition, send out your newsletters/emails, get your stuff out and ready for this month's demonstrations (ex: Christmas decorations, Halloween, 4th of July, etc.), email at risk team members.
- * 2nd Week – Restock Thank You notes, business cards, ORDER BUSINESS SUPPLIES, get ink. Set a new incentive/competition for your team.
- * 4th Week – Announce next month's book club pick. Do paper work. Calculate your mileage for the month, sort and file those receipts and prepare for next month's newsletter or email. Email at risks again.

GOAL SETTING

Aim high, work hard

SET SMART GOALS! Specific – Measurable – Attainable – Realistic – Timeframe
 BUT, Focus on your ACTIVITY!



1. MY GOAL IS: (specific with a time frame)
 \$2,000 in sales this month

2. THE BENEFIT TO ME IS:
 To prove myself that I could do it. To be recognized at the team meeting. To earn the company trip. To take my family on vacation.

3. AFFIRMATION:
 I am so proud of myself! I stuck to it! I earned enough money to take the family on our trip. I did a great job!

4. BREAK IT DOWN:
 Sell \$500 a week
 Hold 6 parties this month, 1 ½ shows a week.

5. ACTION PLAN:
 Create a list of people to contact to book shows.
 Schedule time each day to contact the names on my list to book shows.
 Book one show a day for the next 8 days (I need book 8 shows to allow for cancellations).
 Get each hostess a hostess packet.
 Effectively coach each hostess using the “3 Contact Checklist” for high attendance and minimal cancellations.

6. WORK THE PLAN:
 The key to success isn’t necessarily talent. It’s persistence and consistency! If you make a goal, commit to that goal and as long as you made it realistic, don’t stop until you reach your goal.

7. REWARD YOUR EFFORS:
 Equally important is to celebrate your successes. Give yourself rewards for each step along the way. YOU are your best motivator because you know what items get you motivated.

Let's Make Some Goals!

WHAT IS MY 1 MONTH GOAL?

Rank Achieved: _____ Income Earning: _____ My Reward: _____

Actions needed to achieve this goal:

Week One: _____ Week Two: _____
 Week Three: _____ Week Four: _____

WHAT IS MY 4 MONTH GOAL?

Rank Achieved: _____ Income Earning: _____ My Reward: _____

Actions needed to achieve this goal:

Week One: _____ Week Two: _____
 Week Three: _____ Week Four: _____

LEARN TO EARN

Invest in yourself

You are embarking on a NEW business, possibly doing networking for the first time. It's okay if you don't know everything right away! Most people go to school for their professions and in a sense Network Marketers must do the same.

The co-founder of NuSkin and million dollar earner Keith Halls said one of his BIGGEST tips to someone that wanted to be successful was to take 20-40 minutes a day and read and learn. EVERYDAY. You could read spiritual materials, like scriptures, or it could be self-help or leadership books, or it could be books specifically on Network Marketing & Direct Sales. The KEY is that you need to learn and grow as a leader, person, and direct seller to find long term success.

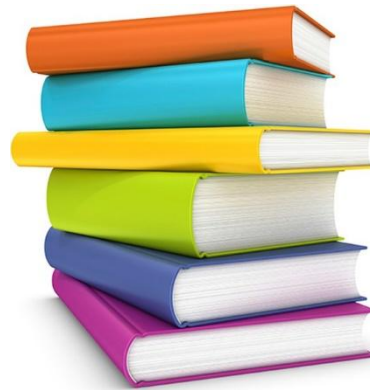
RECOMMENDED READING LIST

Go Pro, Eric Worre
Rock Star Recruiting School, Sara Robbins
The 7 Habits of Highly Effective People, Steven Covey
Eat That Frog, Brian Tracey
The Secret, Rhonda Byrne
Think and Grow Rich, Napoleon Hill
The Success Principles, Jack Canfield
The Power of Focus, Jack Canfield
The Four Agreements, Don Miguel Ruiz

ADD YOUR OWN

ONLINE TOOLS

www.sarahrobbins.com
www.jimrohn.com
<http://networkmarketingpro.com>
www.karenphelps.com
www.trainyourbrain.com
www.juliannejones.com
www.averagetoexcellence.com



Tips to Holding an In-Home Younique Party

by Sherilyn Braun

PREPARATIONS (YOUR CHOICE/OPTIONAL)

- Nice tablecloth or go to Fabricland and get about 1.5 -2 meters of purple satiny material – check out the bargain section or linings – you don't have to get “real” satin
- I ordered tester mascara wands and tester lipgloss applicators from amazon.ca for around 5.00 for 300 testers
- From the dollar store:
 - Make-up wedges/sponges
 - Small foam paper plates (to put samples of products on)
 - Q tips (just to have on hand)
 - 5-6 hand held mirrors – I found smaller ones where the handle folded back as a “stand” and then I just bought 1 large handheld one. They were all 1.25.
 - 5-6 Headbands for those who want to try full make-over
 - Spray bottle and alcohol to sterilize brushes between customers
 - Pens for order forms
 - Stack of hand towels and face cloths (take a couple of old hand towels for sure, to wipe/dry brushes on) You can also ask your hostess to supply facecloths/hand towels.

PRINTED MATERIALS TO PACK

- Catalogues
- Guest survey slips (for follow up leads and to draw for door prize). These are available under files in “presenting Younique group”
- Your business cards
- I also printed out “Beautiful Eye Instructions” to give to each guest and upsell pigments
- I printed out the Younique Product Guide (at Staples) and had it available on the display table – this helps answer ANY questions about ingredients in products and is available in Files on Presenting Younique group page.
- I would have created a separate order form, but the new spring catalogues were coming out, so I didn't mind sending catalogues home with people. I had about 15 catalogues and came home with about 7....it's up to you if you want to ask guests to just check off their items in the back of the catalogue or have an order form.
- I printed out my PowerPoint just in case my computer didn't work – and I ended up using the paper format while I talked. I sent it to Staples and it printed on 11x14 - so make sure you change the settings to 8 ½ x 11 if you plan to put it in some kind of folder with clear pages.
- I brought my computer so that I could show a video of the mascara being applied...I was going to try to hook to my hostess TV with a cable, but that didn't work. For future I will try to burn my video to a DVD disc. THIS IS THE KEY PART OF the presentation...so make your own great video or pick your favorite from your upline or YouTube. Try to pick one that is basic and as short as possible.

OTHERS TO PACK: Other to pack:

- Your Younique presenter's kit with samples
- All the other Younique products you own
- Make-up Brushes!!! (If you don't own all the Younique ones yet, just bring whatever you have...some people have asked guests to bring their own brushes.)

SET UP

- I should have taken a photo ☺ but basically arrange your products and printed info in a visually appealing way on a table. You can set up a few “stations” with a hand towel, mirror, headband, paper plate, sponge, lip gloss tester, mascara wand tester.

PARTY PROCESS

- You can just 'talk' or you can use the PowerPoint as a guide if you feel a bit nervous. Basically you want to do the following:
 - Tell a bit about yourself and your WHY for joining Younique (I loved the mascara and the fact that I could work from home...in fact these in home parties are unusual...we do the majority of our business online through social media)
 - Introduce Mascara and show video
 - Go over a few other products (not all)
 - Go over the benefits of hosting (the in-home party will be online for 10 more days so invite friends to hostess group if you think they would be interested) OR I have this prize (mineral pigment) for the first person who says they will host a party
 - Quickly touch on what makes Younique different as a business model and how we do online Facebook parties
If you have extra lashes on hand – you can consider trading a set of lashes for the one a recruit will receive in their kit so that anyone who wants to sign up straight away can start trying it out immediately, start generating excitement for their first party and taking pictures of their own results. THIS IS NOT a recruiting incentive. This is simply a way to pay it forward and keep momentum going and help train your new recruit while they wait. They will give you a set of lashes back when their kit arrives.
 - Ask them to fill out their guest survey slips for the door prize
 - Keep your TALK to about 10 minutes if possible...short and sweet
- Move to the table and allow guests to feel, try, ask questions and buy, buy, buy.
- We put orders in straight to the computer.
- The hostess also did a group order of mascara's to save on shipping, so people just wrote cheques to me.
- Option – have hostess or guest with a bare face and show a complete make-over with all of our products.
- Option – let individuals try on their own. We put dabs of awake, brilliant, bb cream and pigment powders of their choice on their paper plates.

This is just a basic outline....we will include a section with some great party games that really get people involved.

RELAX, BREATHE AND HAVE FUN!!!!