

# New INDEPENDENT Sales Director PROGRAM

## CONGRATS ON BECOMING A NEW INDEPENDENT SALES DIRECTOR!

You can celebrate your wins during your all-important first year with a program specifically designed to reward your successes. You can do it because you're **strong - Sales Director Strong**. That means you'll reach toward your future goals and are eligible to earn rewards as you achieve success.

### WHAT IS A STRONG BONUS?

Every quarter (every three months) when you:

- Add six *Great Start*-qualified\* unit members.
- Reach \$15,000 in cumulative unit wholesale Section 1 production.

You can earn a **\$1,000 New Independent Sales Director Strong Bonus!**

### Start Here!

#### YOUR BIG DEBUT!

Celebrate your achievement as a new Independent Sales Director with a special reward mailed to you in your debut month.

## Start STRONG

**MONTHS 1-3: EARN THE \$1,000 START STRONG BONUS.**

#### MONTH 1:

**GIVE YOUR BUSINESS A BOOST!**

During your first month, up to three *Great Start*-qualified\* new unit members count double toward the Start Strong Bonus!

## Lead STRONG

**MONTHS 10-12: EARN THE \$1,000 LEAD STRONG BONUS.**

## Keep STRONG

**MONTHS 7-9: EARN THE \$1,000 KEEP STRONG BONUS.**

## Grow STRONG

**MONTHS 4-6: EARN THE \$1,000 GROW STRONG BONUS.**

## Fab 50s

You can earn a \$1,000 bonus and receive a Fab 50s banner when you develop 50 nonterminated unit members by any month end and earn one or more of the four Strong Bonuses.

## Consistency CLUB

**WHEN YOU EARN ALL FOUR NEW INDEPENDENT SALES DIRECTOR STRONG BONUSES,**

you can earn a \$1,000 bonus.

## Head OF THE Class

The top three Independent Sales Directors with the highest cumulative unit production in their debut class and with 50 nonterminated unit members by month end of their 12th month can earn a 13-carat blue topaz ring.

## Congrats!

**You did it!**

**YOU ARE A STRONG SALES DIRECTOR!**

\*A *Great Start*-qualified team member is one whose single initial order or cumulative orders with the Company are \$600 or more in wholesale Section 1 products, and the order(s) are received and accepted by the Company in the same or following three calendar months that her/his Independent Beauty Consultant Agreement is received and accepted by the Company.

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