



JOIN LULAROE

TEAM GRACE CHARM AND HUSTLE



START

A Quick Guide to
Jumpstart Your
Business

CONNECT

The 411 on the
LuLaRoe social
network

GROW

Challenge
Yourself to
Succeed

ALSO INSIDE

- Fundraising for Profit
- Leadership Bonus Plan
- Why Pricing Matters

STEPS TO BECOMING A CONSULTANT

- 1) Read thoroughly through this PDF
- 2) Call in and listen to the recorded Opportunity Call at your convenience!
Dial (712)432-1202 and enter Access Code: 778659# and Reference Code: 40#
- 3) Create your LuLaRoe Specific E-mail account: must be LuLaRoeFirstLast@Gmail.com.
Ex: LuLaRoeJaneDoe@Gmail.com
- 4) Ask your Sponsor for their specific "Join Link" & fill it out. This will create your Audrey account. Your "Public ID" must be your full name, as one word, in all lowercase.
- 5) Print out the Independent Consultant Agreement and Onboarding Checklist.
Both documents can be found inside this PDF.
- 6) Fill out the Independent Consultant Agreement clearly, carefully & completely.
- 4) Chat with your Sponsor and decide which styles you will carry.
- 5) If NOT choosing a package, fill out the Onboarding Checklist carefully & completely
- 6) Scan or take a cell phone photo of the following 3 documents:
 - 1) The signed and/or filled out pages of the Consultant Agreement
 - 2) The filled out Onboarding Checklist (you can skip if choosing a package)
 - 3) Either a voided check or a direct deposit form for the bank account you will use to receive deposits from LuLaRoe. This check should match the information you input when creating your account in Step 4.
- 7) E-mail ALL documents in ONE E-MAIL to onboarding@LuLaRoe.com from the e-mail you used to create your Audrey account (the one you made in Step 3).
If choosing a package, specify within the e-mail which package you are choosing.
- 8) Within 3-5 business days you will receive an e-mail from Onboarding notifying you that your documents have been received.
- 9) Your name will be added to the queue and when it is your turn you will receive a call to place your Initial Order over the phone. Ask your sponsor for estimated wait time.
- 10) Let your Sponsor know your order has been placed and you are now officially a LuLaRoe Consultant so they can celebrate with you!



LuLaRoe Fashion Consultant Business Overview

The business opportunity for each LuLaRoe Fashion Consultant is quite simple; sell LuLaRoe clothing at Pop-Up Boutiques or Open Houses and make between 35-60% profit on every item you sell based on the suggested retail price. Additionally, if you choose to build a team, you can earn additional income from your team's sales.

HOW IT WORKS

LuLaRoe clothing is sold by Fashion Consultants, on the spot, at Pop-Up Boutiques and Open Houses. Think of them as mobile dress-up parties where your friends and neighbors can just come and shop. Based on the number of attendees at a Pop-Up Boutique we see an average sales volume of around 20 items, with an average profit of \$15 per item. The more parties you have and the more products you sell, the more money you will earn. As a company, we recommend rewarding the hostess of a boutique with one free item for every 10 items that are sold. This is a guideline, and we encourage you to be generous in your hostess rewards as you seek to build your business through strong partnerships within your individual network.

Wholesale prices range from \$8.50 to \$31 per item, and suggested retail prices range from \$18 to \$65. Because products come in a wide array of colors, patterns, prints and fabrics, you will receive an assortment of clothing in the sizes and body styles you choose. Adult sizes run from XXS to 3XL (0-26), and girls' sizes run from 2-14. LuLaRoe pays for all costs to ship your product to you. All orders ship from the warehouse within 3 business days from the time that we receive your payment.

Many Consultants choose to share the LuLaRoe opportunity. Helping others build their own LuLaRoe businesses can increase your personal income. By building your team, you have opportunities to become a leader, earn extra income and to help others succeed.

WHAT COMES IN MY INITIAL ORDER?

Your ability to showcase and market the product depends in large part on the variety and size of inventory you carry at any given time. The more options your customers have to choose from, the more likely they are to make multiple purchases and to tell others about your products. To best establish an appropriate initial inventory, your first order will include 275-350 pieces.

Your initial order will include a total of 80 pairs of leggings, which come as 40 packs of 2. This is comprised of 15 One Size two packs, 10 Tall & Curvy two packs, 5 of the Tween two packs, 5 of the Kids size s/m two packs, and 5 of the kids l/xl two packs.

The next step is to choose a product style from each of the following categories: Group A (Skirts), Group B (Dresses), and Group C (Tops). Your fourth product style can be selected from any of the previous groups of Skirts, Dresses and Tops, or you can elect the Kids Option, which includes a mix of Dotdotsmile Dresses, Sloan Tees and Kids Azure skirts.

The total cost of your initial order will vary depending upon the product styles selected. You will receive 44-75 items in each of the product styles you choose, and they come in size breakdowns based on what our Fashion Consultants are selling most frequently. When you order and pay for at least 300 pieces in your Initial order, you will receive an additional 25 free items from any style of your choice, besides dresses, as a bonus.

HOME OFFICE SUPPORT

LuLaRoe continues to be vested in your success by providing tools, sales materials, and training to help you succeed, with the goal of making this a profitable and enjoyable business opportunity for you.

We look forward to serving you and we trust that you will love the incredible opportunity that awaits at LuLaRoe!

INSTAGRAM ACCOUNTS TO FALL IN LOVE WITH



@LULAROE

This is the main LuLaRoe Instagram account run by the company. Here you can find amazing inspiration on styling your LuLaRoe. When you post an amazing image, tag @LuLaRoe in the caption and they might repost it!



@DEANNELULAROE

DeAnne Stidham is the owner of LuLaRoe and the company's "Head Dreamer". Follow her to see her gorgeous outfits, fun adventures and beautiful family life. She is an amazing woman!



@LULAROEPRO

Patrick Winget is LuLaRoe's talented designer. He has designed for many celebrities and has a commitment to ethical manufacturing and high quality. Follow him for peaks into the LuLaRoe factory & upcoming products.

WEEKLY CONFERENCE CALLS

HOME OFFICE UPDATE: Participate in the weekly company update conference call or webinar held on Tuesdays at 10:30am PST. You will receive an e-mail about these, but it is helpful to set a recurring alarm on your phone so you don't miss them. They are often also put on the back office for you to listen to later, and update e-mails are sent out regarding what was shared. However, exciting announcements regarding changing policies, new inventory, fun contests and a weekly update from LuLaRoe's designer Patrick Winget are all a part of this important call. They usually only last 20-30 minutes. To participate: Call (605)475-4700 and use access code: 306708#. Then mute your phone.

TRAINING CALL: Tuesdays at 1:00pm PST there are training calls. I recommend also setting an alarm on your phone to remind you to call. These calls are often facilitated by LuLaRoe President DeAnne (who is a blast!) and lead by other successful consultants. The information and wisdom passed along in these phone calls is fantastic. Just as you do with the Tuesday morning call, to listen in to this training call, dial (605)475-4700 and use access code: 306708#. There is a question and answer period at the end.

OPPORTUNITY CALL: DeAnne Stidham hosts this informative call for those interested in joining the movement with us at LuLaRoe. For an added dose of inspiration & information, feel free to call in and listen yourself! Every Tuesday and Thursday at 4:00PM PST. She shares the LuLaRoe story, as well as how someone can be part of this amazing company, earn great extra income and have fun while doing it! Please feel free to invite anyone you know that would like to learn more about LuLaRoe to call in and listen. Call in number: (712) 432-1500 Access code: 778659#.

GOOD THINGS COME TO THOSE WHO HUSTLE

WHO? WHAT? WHEN? WHERE? WHY? HOW?

The expectation of consultants, sponsors, trainers and leaders on Team Grace, Charm and Hustle is that they approach all questions they have with the following process. The better your ability to find answers yourself, the stronger leader you will become in the long run.

Under no circumstance should you ever go without your questions being answered. There is a fantastic system in place to make sure all of your questions get answered! You are not alone in this. Your question has probably been asked before. If the answer isn't already out there, we'll figure it out together.

Here is how you should approach any questions that you have:

1) Use critical thinking to decide if you already know the answer or can answer your question yourself.

2) On Facebook, search our team group "Team Grace, Charm & Hustle" or the "LuLaRoe Skirt Associates" group. You can search these pages using the search tool in the group (upper right corner, not in the mobile FB app, but it is in the free Groups app or the web browser). Use keywords just as you would on Google - any previous posts pertaining to your question will pop up. Read the comments, research answers yourself. Most likely the question has already been addressed multiple times and you'll be able to get a wide range of answers and choose what works for you. Those groups are like LuLaRoe specific googles.

3) Use google. For all non-specific to LuLaRoe queries such as questions about shipping, prices of supplies, business licenses, income taxes, marketing and more, try google first! Always google first! If Google can answer your question, it really is on you to find your answer, be independent! Search for it! Be a boss!

4) Ask your sponsor. After attempting to answer your own question, ask your sponsor. If they are confident the answer is available in the LuLaRoe FB groups, in a provided document or on google, and they care about you enough to want to foster your independence and growth: they will point you in the right direction to find the answer for yourself. Their job is to encourage your independence as a business owner - they are not being mean, they are helping you grow!

5) If your sponsor doesn't know the answer to your question, she will then ask her sponsor for the answer and get back to you. If you need immediate assistance and your sponsor is unavailable, ask your sponsor's sponsor (you filled in their information at the beginning of this packet). If you still have not received answers, you can continue upwards to ask the leaders above you for help.

6) Only call or e-mail the home office with questions under two circumstances: A) the question is absolutely specific to your unique situation and they are the only ones who could possibly know the answer (very rare), or B) you exhausted steps 1-5 and still have questions.



72-HOUR GAME PLAN

The 72-Hour Game Plan is a great way for new consultants to kick off their business on the right foot, but it also is a wonderful way for even the most successful consultants to give their business a boost when necessary.

- 1) Commit to "Treating your Business Like A Business." You are a business owner. This is not your hobby, this is your business. Treat it with respect and take it seriously - and others will do the same. It is totally fun, but also hard work.
- 2) Make a list of 50 names - people you know who would be great potential hostesses. Go through each of the following categories and think of anyone you know in those potential areas: family, friends, contacts in your cell phone, contacts from Facebook, school, church, work, hairdressers, etc.
- 3) Contact all 50 of those people to tell them about you business and ask them to consider hosting your boutique to earn free clothes or as a fundraiser. Book at least 3 boutiques (1st boutique to be held within 10 days of starting the 72-Hour Game Plan.
- 4) Promote your boutique though social media, phone calls, evites & flyers.
- 5) REPEAT steps 1-4.

POP-UP BOUTIQUES

SPREADING LULA-LOVE LOCALLY

Pop-Up Boutiques are the heart and soul of LuLaRoe. The amazing time that shoppers have in their friends' homes trying on clothes, laughing, complimenting and encouraging each other is what makes the LuLaRoe business model so unique. Prep your hostesses and plan your boutiques well for maximum sales and rewards!

2 WEEKS

BEFORE YOUR BOUTIQUE:

Create a Facebook Event for the Pop-Up Boutique and add your hostess as an admin. Have her invite her friends to the event, but remind her that FB inviting alone will not result in a successful boutique for her or you. She needs to make personal connections!

1 WEEK

BEFORE YOUR BOUTIQUE:

Begin posting images and descriptions of products on the event page. Answer questions. Build excitement and explain the uniqueness of LuLaRoe pieces.

1 DAY BEFORE

YOUR BOUTIQUE:

Confirm your arrival with your hostess. Encourage her to make personal contacts with her invitees asking them to join her in trying on clothes. Remind her to wear LuLaRoe to her boutique!

THE DAY OF

YOUR BOUTIQUE:

Arrive on time. Be well dressed and accessorized. Smile. Be kind, friendly, fun, and grateful to your hostess.



CLOSING TIME

AFTER YOUR BOUTIQUE:

Thank your hostess and present her with her hostess incentives. Clean up thoroughly and quickly.

1 WEEK

AFTER YOUR BOUTIQUE:

Follow up with anyone who signed up on your mailing list that marked that they would be interested in hosting your Pop-Up Boutique. Schedule them promptly. Also write your hostess a thank you note and again thank her for her work inviting her friends and having your boutique in her home. Let her know you'd be thrilled to do it again in 6 months!

FINAL THOUGHTS

on Pop-Up Boutiques:

Even if you plan on having the bulk of your business be online - Pop-Up Boutiques are an incredible way to make new customers, spread the knowledge of LuLaRoe, meet potential new Consultants you can sponsor and sell inventory that isn't moving online

THESE IMAGES
are from Katie May's Launch Party
in January 2015.

33 INSPIRATIONS FOR BOOKING POP-UP BOUTIQUES

1. Create a sense of urgency - let people know that you book fast and have limited dates available!
2. Try to book at least 2-3 Pop-Up Boutiques at every boutique you do. Some may cancel or not follow-through so it's good to have several scheduled.
3. Give your business card to every person who asks what you do for a living or anytime you talk about LuLaRoe with someone.
4. Give your card to your favorite store clerk, bank teller, postal worker, etc. when you have time to also tell them about hosting a party
5. When you see community bulletin boards, pin a few of your business cards on them. You never know what interest person might snag one.
6. Post available dates for Pop-Up Boutiques on Facebook
7. Wear LuLaRoe. You are always a walking advertisement.
8. If you see someone wearing a style that LuLaRoe carries, let them know you carry similar items and they can earn them for free by being a hostess.
9. Post signs at your Pop-Up Boutiques that say "Ask Me How to Earn Free Clothes!"
10. Always know when your next 3 available dates for Pop-Up Boutiques are.
11. Keep a "Mailing List" at your checkout table where people can indicate if they have interest in hosting. They may be too shy to tell you in person, but will indicate on the sheet that they want to learn more.
12. Follow up with anyone who expresses interest in hosting - pursue them, do not expect them to come to you to book a date.
13. Contact past hostesses when new "Collections" are released from LuLaRoe or every 4 months or so and ask if they want to host again. Tell her about new fabrics or styles you have.
14. Ask your hostesses to let you know which of her guests would make excellent hostesses.
15. Reward your hostess for when her friends at her pop-up boutique book their own.
16. Ask people if they would host an office party that you set up during their lunch hour.
17. Ask people who said no in the past - they might have said no then, but might be considering it now.
18. Ask your relatives to host a party - they most likely have a broad social network you aren't a part of.
19. Ask the owner of your favorite Beauty Salon if you can set up your display there for 3-4 hours. Give her the hostess rewards.
20. Pay attention at checkout. If a guest is torn between purchasing items or says they don't have enough money to purchase all they want to, remind them that they can earn free items by hosting!
21. Include a marketing piece that mentions or is all about hosting a Pop-Up Boutique in your shopping bags.
22. Bring a calendar with you to Pop-Up Boutiques with available dates highlighted.
23. Make a huge celebration out of the number of free items your hostess is receiving at the party.
24. Encourage your hostess to shop for her FREE items and try them on while her friends are there.
25. Travel to see out of town friends and ask if they'll host a Pop-Up Boutique during your visit.
26. Hold an open house in your own home. Invite all the names on your mailing list.
27. Ask a Hostess to celebrate her birthday with a Pop-Up Boutique!
28. Schedule an Open-House "Play Date" Pop-Up Boutique. Hire a sitter or two so the moms can shop.
29. Ask the local teams, charities and organizations you love to host a LuLaRoe fundraiser.
30. Host an annual celebration of your "LuLaVersary" at your house or your best Hostess' house.
31. Have a "Collection Release" party for shoppers when LuLaRoe does seasonal collections.
32. Ask local cheer squads and dance teams to host a fundraiser.
33. Work the 72-Hour Game Plan again.



WHY PRICING MATTERS

LuLaRoe has firm policies on pricing. They provide a suggested retail price window for each item (available in the back office) and you may not ever publicly post or publish prices lower than that. You may run sales at prices lower than that for 24 hours or less and post the prices in private shopping groups, or in person. But do not post prices lower than the suggested retail price window on Instagram, a public page on FB or anywhere else. We want to do our part to help retain the high value of the LuLaRoe brand! This is, after all, high quality, unique, exclusive (limited quantity), clothing made in America!



SELL THE VALUE:

- Limited Edition Items
- High Quality Fabrics, Well-Tailored
- Made In America (except leggings)
- Modest, Flattering, Great Size Range

TIP: Focus on educating your customers on LuLaRoe's high value

AVOID: Speaking negatively about other companies or brands.

CREATE URGENCY:

- Remind customers that only 1000 items are made in each fabric.
- Build excitement and anticipation around new inventory arrivals.
- Create buzz with social media posts

TIP: Regularly educate your online shoppers about LuLaRoe's unique inventory through social media.

AVOID: Letting your customers dictate your pricing. Stay in control.



TRAIN YOUR CUSTOMERS:

- If you run sales all the time, they will learn to wait for a sale to purchase.
- Create expected "norms" for how often you post new inventory
- Set clear rules for claiming items, invoice payment and exchanges.

TIP: Turn your Sale events into fun celebrations for LuLaRoe lovers!

AVOID: Clearancing items and calling them "old" or "last season". Never disparage an item someone might love!



FUNDRAISERS WITH LULAROE

Earn money. Make new customers. Do good.

LuLaRoe has an amazing fundraising policy. They will match your donation (up to certain limits) for almost any cause that you deem worthy. Hosting a fundraiser is a fantastic option for a hostess who may not want to "earn free clothes" while her friends shop, and sales are always great because people LOVE shopping for a good cause!

PARTICIPATING IN A FUNDRAISER

Follow these steps and start raising funds!

- 1) E-mail fundraisers@LuLaRoe.com the following information and ask for their approval:
 - Date & Location of the Event
 - Description of what the charity/cause is, what the funds raised will be used for.
 - Why you are personally passionate about this fundraiser
- 2) Wait 2-3 business days for approval of your fundraiser.
- 3) During the fundraiser, keep a tally sheet of which items you sell. Styles, sizes & quantities. You will need this information to total up the donation from you and from LuLaRoe.
- 4) Within 5 days of your event, e-mail fundraisers@LuLaRoe.com the following:
 - The organized, complete, detailed tally sheet of your items sold - quantity and styles
 - Breakdown of how the money adds up for the check they'll write to the cause
 - **make it easy on LuLaRoe, they are doing YOU and the charity a favor
 - The information for who they make the check payable to and where they mail it to.
 - A picture (or scanned copy) of your check that you used to pay the charity.

LuLaRoe will NOT reimburse you for paying the entire donation yourself. You pay your part, and LuLaRoe will match your donation up to the following limits.

LuLaRoe's Fundraising Matching Limits

You can donate as much as you would like to the charity, but LuLaRoe will match YOUR donation up to the following limits per item sold... LuLaRoe will donate

\$1.50 for each pair of Kids Leggings sold

\$2.00 for each pair of One Size Leggings, Tall & Curvy Leggings, Julia Dress, Azure Skirt, Cassie Skirt, Dot Dot Smile Lucy Dress, Irma Tunic, Kids Cassie Skirt, Kids Maxi Skirt, Randy Tee, Sloan Tee,

\$3.00 for each Amelia Dress, Nicole Dress, Ana Dress, Monroe Kimono, Lindsay Kimono, Maxi Skirt, Madison Skirt, Lola Skirt, Lucy Skirt, Temple Dress and Temple Skirt

Team Grace, Charm & Hustle suggests donating the full amount so you get the most out of LuLaRoe's kindness and generosity in matching. So when someone purchases an Irma Tunic, you will donate \$2.00 from the sale price, and LuLaRoe will match that donation of \$2.00. The Charity will receive \$4.00 when someone purchases an Irma Tunic.

The cause you are raising funds for doesn't need to be "official". It could be for Sarah's trip to Paris, or for Brenden's Make-A-Wish fund or for a charity you or your hostess love. Participate in fundraisers as they are a great way for you to get your business out there in the community - and women feel better about shopping when it's for charity.

A full-page photograph of two young women with long brown hair, smiling and hugging each other. They are wearing floral-patterned dresses. The woman on the left is wearing a black dress with pink and white flowers, and the woman on the right is wearing a dark blue dress with red and yellow flowers. They are standing in a room decorated with colorful balloons (yellow, orange, pink, purple, blue) and tassels. The text 'BE GRACEFUL, BE CHARMING, HUSTLE HARD.' is overlaid in large, white, sans-serif capital letters on the bottom left of the image.

BE GRACEFUL,
BE CHARMING,
HUSTLE HARD.

PLANTING SEEDS FOR FUTURE CUSTOMERS & CONSULTANTS

There is not a seasoned LuLaRoe Consultant out there who can't tell you about their worst Pop-Up Boutique ever. It happens. There are duds. Perhaps you did not prep your hostess well, perhaps she didn't try to get many friends there, maybe the weather was bad or everyone was broke.

But even those Pop-Up Boutiques proved to be worth something in the end. A few of the shoppers became return customers. One chose to be a hostess a few months later. Maybe even one slightly shy woman who didn't have enough money at the time to shop decides to sell LuLaRoe to change her life and picks you as her sponsor.

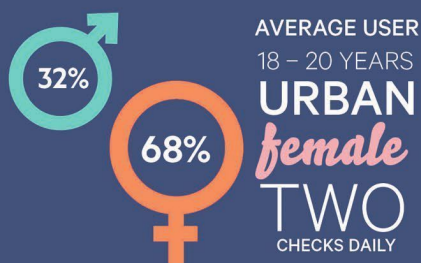
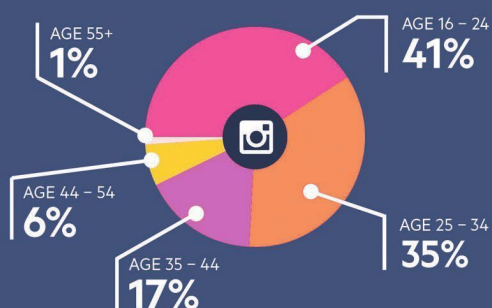
You never know what "seeds" you are planting when you are out and about representing your LuLaRoe business at Pop-Up Boutiques, or even in every day life. Try to remember: Everyone you meet is either a potential customer, hostess or consultant. And watch how your attitude changes even in the most seemingly dismal situations.

Be graceful, be charming, and hustle hard. Good things will come your way.

SOCIAL MEDIA GUIDELINES

300

MILLION MONTHLY ACTIVE USERS



26%

OF INTERNET USERS USE INSTAGRAM

1

DON'T LINK TO
OUTSIDE POSTS

3

USE HASHTAGS TO CREATE
CAMPAIGNS AND CONTESTS

2

USE HASHTAGS

#LULAROE
#AmeliaDress #Love
#FashionFix #STYLE
#BeYourOwnBoss
#SimplyComfortable



BE WHAT YOU WANT TO ATTRACT

You want to have customers who appreciate good style, find value in fashion and have confidence in themselves, right? In order to attract those customers, you have to be those things! The best way to get your business out there is to make interesting, creative, helpful, beautiful posts on Social Media.

The LuLaRoe brand is well-established as clean, bright, fresh, well-styled and fun. Your posts representing the company need to fit that design aesthetic.

When your posts are beautiful, well thought out, use creativity and are well written, they will gain the attention of the best kind of customers - and that will turn into amazing sales for you! There is no other platform quite like Facebook and Instagram for reaching the masses, both locally and nationally. Learning to use it to your advantage will help you grow quickly.

Try to set goals for how often you'll post. Start with once a day and build up to 3x a day. It is better not to post than to post something terrible, but work on building a stash of good content so you have something ready to post when the time arises. Download stock photos from MyLuLaRoe.com to use in your posts, create your own beautiful displays, ask your customers to send you photos of them wearing their LuLaRoe.

WANT MORE INSPIRATION?

Check out the Instagram feeds of your favorite brands such as Kate Spade, Target, Tiffany & Co. and Nordstrom. See how their images are well-lit, beautifully cropped and their captions are exciting and well-written.



SHINE BRIGHT

Try to take pictures for your social media posts in natural light or well-lit rooms. Unless you are going for a moody, dimly lit look, bright and clear photos show off the clothes best and fit the brand well.

GET THE LOOK

Well-styled outfits with great accessories show that LuLaRoe is a fashionable clothing line and inspires others on how to add it to their own wardrobe. Try adding a purse, great shoes, fun jewelry or even a prop or two to your images.



LOCATION, LOCATION, LOCATION

One of the most important aspects of your social media images is the location surrounding the subject. This does not mean you need fancy sets or drive to far off places - but avoid cluttered, dirty environments. Clean and simple work best to showcase fashion.

BE RELEVANT

Celebrate the moment! If there's a heat wave, style your shoot accordingly. Celebrate all holidays with a post - even national Donut Day or Talk Like A Pirate Day. The more current events your posts coincide with, the more attention they will receive.

HAND THE CAMERA OVER

Images featuring you are wonderful and a great way to add personality and charm to your social media presence. However, selfies should be limited. Hand your phone off to your kids, friends, strangers and try to get some full-length shots of yourself wearing LuLaRoe!



NO FILTER NEEDED

Try to use photo editing apps (I highly recommend Pic-Tap-Go) to get clear, vibrant color and contrast in your images. Avoid adding artistic effects such as blur, heavy filters, graphics and text. Study @LuLaRoe's instagram and mimic the style as best you can.

CHOOSE TO LEAD

Get Paid to Sponsor & Train Future Successful Consultants

FASHION CONSULTANT



FASHION CONSULTANT

A Fashion Consultant must complete the LuLaRoe Consultant Application and purchase an initial order as defined in the LuLaRoe Fashion Consultant Business Overview. They can do their own pop-up boutiques and earn from 35% to 50% of the gross sales. Percentages vary with which products they sell. They must sell 33 pieces a month to remain "active".

SPONSOR

A Fashion Consultant can sponsor others wishing to become Fashion Consultants into the business. A sponsor is responsible for training their Personally Sponsored Fashion Consultants in all LuLaRoe policies & procedures and encouraging their success. A Sponsor is eligible to earn a 5% override bonus on the Personal Volume (wholesale cost of items sold) of their Personally Sponsored Fashion Consultants. In order to receive a bonus on those you sponsored you must purchase 175 pieces in the calendar month for which the bonus is calculated.

SPONSOR



5%

5%

TRAINER



5%

5%

5%

3%

3%

3%

3%

3%

3%

3%

TRAINER

A Trainer has at least three Personally Sponsored Fashion Consultants, with a total of ten Fashion Consultants in their downline and meets the criteria as follows. They receive an override bonus on the Personal Volume (wholesale cost of items sold) of 5% on each Personally Sponsored Consultant and 3% on every consultant in the generations after that. To qualify for the override bonus, their downline must purchase at least 1,750 pieces for the calendar month, not including their own sales. Their personal qualification requirement is 250 purchased pieces, but that will be reduced by 50 pieces for each Personally Sponsored Fashion Consultant who purchases 175 pieces (up to 3). A 100 item purchase minimum requirement will remain. They ensure their downline has the training, knowledge and support necessary to be successful. You receive 1 Leadership Bonus Point every month that you qualify as a Trainer and 1 Point for every consultant in your downline who qualifies as a trainer.

SUCCESSFUL TRAINERS MAKE NEW TRAINERS

When you have trained someone in your team and they become a Trainer, they will graduate from your group leaving you free to train others who need your help. You will then receive a 1% bonus on their Group's total payments received and one point in the Leadership Pool for each Graduate. If one of your Graduates, who has reached Trainer or Leader for that month, has one of their team graduate to Trainer or Leader, bonuses are not eligible on their team's total payments received.

BECOMING A LULAROE COACH

Requirements – A coach must meet the requirements of a Trainer and have at least three of their Personally Sponsored Fashion Consultants qualify as Trainers.

Responsibilities – Provide training to all Trainers, Sponsors and Fashion Consultants in your organization. Help develop sales aids and programs for your entire group.

Results – In addition to the Trainer Bonuses you will earn 1% on the total of payments received from your second level Graduate Trainer's group. Coaches will receive two Leadership Bonus points for qualifying as a Coach, one point for each Trainer on their first level and two points for each Trainer on their second level. Coaches will benefit by training the Trainers. As the Trainers become self-sufficient the Coaches will be free to train other Trainers while still collecting a bonus on those teams they have trained.

LEADERSHIP BONUS POOL

Participation in the Leadership Pool will be based on a point system. The total value of the pool (gross sales for the calendar month) will be divided by the total of points earned. This will create a dollar value for each point. Bonuses will then be paid to qualified leaders based on their individual points earned.

** 2016 will mark the switch from items purchased to items sold for incentives & overrides. Also, overrides & bonus points do have a generational end point.

HOW TO SPONSOR A NEW FASHION CONSULTANT

- 1) Have them listen to the Opportunity Call on Tuesdays or Thursdays.
- 2) E-mail them our team's specific PDF file regarding becoming a LuLaRoe consultant.
- 3) Include in the e-mail your personal recruitment link found on your dashboard at MyLuLaRoe.com
- 4) Your New Recruit Should:
 - A) Fill out the personalized link to join LuLaRoe that you provided them
 - B) Fill out the LuLaRoe Independent Consultant Program Application and Agreement as well as the Onboarding Checklist.
 - C) Scan or take a photo of the signed and filled out pages as well as a voided check for the bank account they wish to receive direct deposits to.
 - D) E-mail onboarding@LuLaRoe.com one e-mail with all 3 documents (agreement/checklist/check)
 - E) Within 3-5 business days they will receive an e-mail from Onboarding confirming receipt of their documents. Then they can call LuLaRoe at (951)737-7875 to place their initial order.



simply comfortable

LLR INC. INDEPENDENT CONSULTANT PROGRAM APPLICATION & AGREEMENT

Applicant _____ Co Applicant _____

Address _____

City _____ State _____ Zip _____

Home Phone# _____ Cell Phone# _____

Email Address _____ Birth Date _____ DL# _____

SS# _____ Sponsor Name _____

Effective Date _____

This LLR INC. Independent Consultant Application and Agreement ("Agreement") is made by and between the undersigned ("Consultant") and LLR INC., a Wyoming corporation, effective as of the date set forth herein ("Effective Date"). For good and valuable consideration, the receipt and sufficiency of which is hereby acknowledged, the parties hereby agree as follows:

1. LLR INC. may, subject to the terms and conditions of this Agreement and any other applicable agreement or document incorporated herein by reference, sell to Consultant or to place in the possession of Consultant on a consignment basis, various clothing and fashion accessories ("Product") for the purpose of resale.

2. Consultant shall be an independent contractor and not an employee, franchisee, representative, agent, joint venturer or partner of LLR INC. This Agreement shall not create an employer-employee relationship and shall not constitute a hiring of such nature by any party. Consultant is not authorized to, and shall not obligate LLR INC. in any way legally or financially.

3. **CONSULTANT UNDERSTANDS THAT SHE/HE SHALL NOT BE TREATED AS AN EMPLOYEE OF LLR INC. FOR FEDERAL OR STATE TAX PURPOSES.** Consultant shall be responsible for and pay Consultant's own self-employment taxes, estimated tax liabilities, business equipment or personal property taxes and other similar obligations, whether federal, state or local. LLR INC. shall not pay or withhold any FICA, SDI, federal or state income tax or unemployment insurance or tax or any other amounts because the relationship of the parties hereto is not that of employer-employee, but that of independent contractor. Consultant shall be solely responsible for the payment of all taxes, withholdings and other amounts due in regard to Consultant's own employees, if any.

4. Unless expressly agreed in writing otherwise, LLR INC. shall not provide any travel, equipment, sales materials, or services or other items for the benefit of Consultant. Consultant shall, at its own expense, provide and make arrangement for all travel, equipment, sales materials, services, and other items necessary to perform its duties hereunder. Consultant shall be

responsible for payment of its own expenses, including, but not limited to those items specifically set forth above.

5. Consultant acknowledges that she/he has read and agrees to comply with the LLR INC. Policies and Procedures and the LLR INC. Training Bonus Plan, both of which are incorporated into and made a part of this Agreement. If Consultant has not yet reviewed the Policies and Procedures or Training Bonus Plan at the time that this Agreement is entered into, Consultant understands that they are posted at www.lularoe.com and are also included in Consultant's first order and accessible via Consultant's Back Office login at www.mylularoe.com/login. Consultant agrees that she/he will review the Policies and Procedures and Training Bonus Plan within five days of the effective date of this Agreement. If Consultant does not agree to the Policies and Procedures and/or Training Bonus Plan, Consultant's sole recourse is to notify LLR INC. and cancel the Agreement within such time period. Failure to cancel constitutes Consultant's agreement to the Policies and Procedures and Training Bonus Plan.

6. Consultant will not make claims or representations of potential income derived from the bonus or commission structure of LLR INC. and that any examples given will be used only to explain the program and not as an enticement to enroll consultants or others. LLR INC. shall not pay any compensation for enrolling consultants or others.

7. Consultant agrees that maintaining the perceived value of LLR products in the marketplace as well as providing as level a playing field as possible is beneficial for all Consultants. LLR has established its suggested retail prices in an effort to maintain the value of LLR products in the marketplace as well as to provide the opportunity for healthy retail profits for all Consultants. Selling LLR products at less than the suggested retail prices does damage to both of these goals. While Consultant may sell LLR products at any price she chooses, in order to protect the value of the LLR brand and to protect the retail opportunity for all Consultants, the Company encourages all Consultants to adhere to the pricing structure that it has established. Further, where advertising by Consultants is permitted (see Sections 3.5 and 3.12.11 of the Policies and Procedures), Consultants agree that they will not advertise LLR products at prices less than the suggested retail prices as established by LLR and published in official LLR materials.

8. LLR INC. may, at its sole discretion, create, amend, or discontinue certain compensation, bonus, commission or incentive plan or program pertaining to its Product, business, consultants, and others. Consultant shall have no vested interest in any such plan or program, provided, however, that LLR INC. may not change the terms or conditions regarding compensation for any Product actually sold to or placed in the possession of Consultant. The Policies and Procedures, Leadership Bonus Plan and Wholesale Pricing Structure of LLR INC. may, subject to the terms and conditions of this Agreement, be amended at the sole discretion of LLR INC. Notification of amendments shall be sent to Consultant by email, posted on LLR INC.'s website, and posted in Consultant's Back Office. Amendments shall become effective 30 days after notification to Consultant, but amended policies shall not apply retroactively to conduct that occurred prior to the effective date of the amendment. The continuation of Consultant's LLR INC. business or Consultant's acceptance of bonuses or commissions after the effective date of any amendment shall constitute Consultant's acceptance of any and all amendments.

9. The term of this Agreement is one year from the Effective Date or the date of its acceptance by LLR INC., whichever shall occur last. This Agreement shall thereafter automatically renew for successive one-year terms unless terminated by Consultant or LLR INC. upon no less than thirty (30) calendar days' written notice. If this Agreement is terminated for any reason, Consultant shall not be eligible to purchase Products from LLR INC. at wholesale prices or make sales on behalf of LLR INC. or use any intellectual property, including, without limitation, trademarks, styles, or names of LLR INC. ("Intellectual Property") or any Confidential Information of LLR INC. In the event of termination or non-renewal of this Agreement, all rights of Consultant, if any, to any bonuses, commissions, or other compensation, whether or not related the productivity or sales activities of any other consultant, or otherwise, shall terminate. Notwithstanding anything in this Agreement, LLR INC. reserves the right to immediately terminate this Agreement without notice in the event that Consultant misrepresents Products or LLR INC., or the acts of Consultant cause a negative impact on the business or reputation of LLR INC. LLR INC. reserves the right to terminate this Agreement upon 30 days' notice to Consultant in the event LLR INC. elects to: (a) cease business operations; (b) dissolve as a business entity; or (c) terminate the distribution of its products via direct selling channels.

10. Unless specified in writing otherwise by LLR INC., all information provided by LLR INC. to Consultant is and shall remain confidential ("Confidential Information"). The above Confidential Information shall include, but not be limited to, all customer information, customer and client lists, sales information, wants and needs of customers, agreements, communications, plans, designs, reports, projections, budgets, proformas, or other materials, whether or not furnished or prepared by LLR INC. or its agents or employees. Consultant shall: (i) not directly or indirectly divulge, disclose, disseminate, distribute, license, sell, use or otherwise make known any Confidential Information to any third party or person or entity not expressly authorized or permitted by LLR INC. to receive such Confidential Information; (ii) use best efforts to prevent disclosure of any Confidential Information to any third party and exercise the highest degree of care and discretion in accordance with all express duties hereunder to prevent the same; and (iii) not directly or indirectly make any use whatsoever of the Confidential Information or Intellectual Property, or of any feature, specification, detail or other characteristic contained in or derived from, the Confidential Information or Intellectual Property, except for purposes of performing services hereunder. The parties each acknowledge that the Confidential Information constitutes trade secrets of LLR INC. within the meaning of and pursuant to the Uniform Trade Secrets Act contained set forth at Wyoming Code § 40-24-101, et seq., as well as under the law of any other jurisdiction in which Consultant resides and/or does business. The parties further acknowledge that this Agreement constitutes reasonable efforts of LLR INC. to protect and maintain the secrecy and confidentiality of the Confidential Information.

11. Consultant shall not, subject to the terms and conditions of this Agreement, directly or indirectly, contact, communicate with, solicit or conduct any business or enter into any transactions or associations of any economic value with any parties identified in, derived from, or obtained by reason of the Confidential Information, or otherwise identified or provided by LLR INC., without the prior written permission of LLR INC. Consultant shall not derive any economic benefit from any transaction between any parties identified in, derived from, or obtained by reason of the Confidential Information or otherwise identified or provided by LLR INC. and any third party, without the prior written consent of LLR INC. Consultant shall not use

any third party intermediaries or other devices to avoid or defeat the foregoing non-circumvention covenants.

12. Consultant shall not, subject to the terms and conditions of this Agreement pertaining to survival or otherwise, solicit or employ or engage any of LLR INC.'s clients, customers, consultants, referral sources, employees, vendors, suppliers, associates, or independent contractors for a period of not less than three (3) years from the date of termination of this Agreement without the prior written consent of the LLR INC.

13. Consultant acknowledges that LLR INC. does not represent that Consultant can earn any amount hereunder, whether or not in excess of any initial payment made by Consultant, or that there is a market for the Product. LLR INC. does not maintain or enforce exclusive sales areas or territories for the benefit of Consultant.

14. Nothing in this Agreement, whether express or implied, is intended to confer any rights or remedies under or by reason of this Agreement on any person other than the parties to it and their respective successors and assigns, except as set forth herein, nor is anything in this Agreement intended to relieve or discharge the obligation or liability of any third person to any party to this Agreement, except as set forth herein, nor shall any provision give any third person any right of subrogation or action over or against any party to this Agreement, except as set forth herein.

15. The Agreement constitutes the entire agreement between LLR INC. and Consultant pertaining to the subject matter contained in the Agreement and supersedes all prior and contemporaneous agreements, representations and understandings of the parties; provided, however, that this Agreement shall include: (i) The LLR INC. Policies and Procedures, (ii) The LLR INC. Training Bonus Plan, (iii) The LLR INC. Initial Inventory Fund or Credit Application if applicable, (iv) The Business Entity Form, if applicable, all of which are hereby incorporated herein by reference. To the extent that the terms or conditions of any of the foregoing may conflict with the terms or conditions of this Agreement, the terms and conditions of this Agreement shall control. No waiver of any of the provisions of the Agreement shall be deemed, or shall constitute a waiver of any other provision, whether or not similar, nor shall any waiver constitute a continuing waiver. No waiver shall be binding unless executed in writing by the party making the waiver.

16. Any provision in this Agreement to the contrary notwithstanding, the obligation of Consultant regarding confidentiality and non-circumventions and non-solicitation shall survive for so long as LLR INC. may, in its sole discretion, consider the Confidential Information to be confidential. If any provision of this Agreement shall, for any reason, be held unenforceable, such provision shall be severed from this Agreement, The Invalidity of such specific provision, however, shall not affect the enforceability of any other provision herein, and the remaining provision shall remain in full force and effect.

17. The obligations of Consultant under this Agreement are unique in that the same constitute personal services. If Consultant should default in its obligations under the terms of this Agreement, the parties each acknowledge that it would be extremely impracticable to measure the resulting damages; accordingly, LLR INC., in addition to any other available rights or

remedies, may sue in equity for specific performance, without the necessity of posting bond or other security, and Consultant expressly waives the defense that a remedy in damages will be adequate and the requirement of a bond or other security.

18. Consultant may not assign this Agreement or any rights hereunder without the prior written consent of LLR INC. Any attempt to transfer or assign the Agreement or any rights under the Agreement without the express written consent of LLR INC. renders the Agreement voidable at the option of LLR INC.

19. In the event of any breach of the Agreement (including the Policies and Procedures) Consultant agrees that LLR INC. may, at its discretion, impose upon Consultant disciplinary sanctions as set forth in the Policies and Procedures. If Consultant is in breach, default or violation of the Agreement at termination of the Agreement, Consultant shall not be entitled to receive any further bonuses or commissions, whether or not the sales for such bonuses or commissions have been completed. Consultant agrees that LLR INC. may deduct, withhold, set-off, or charge to any form of payment Consultant has previously authorized, any amounts Consultant owes or is indebted to LLR INC.

20. LLR INC., its parent or affiliated companies, directors, officers, shareholders, employees, assigns, and agents (collectively referred to as “affiliates”), shall not be liable for, and Consultant releases and holds harmless LLR INC. and its affiliates from, all claims for consequential and exemplary damages for any claim or cause of action relating to the Agreement. Consultant further agrees to release and hold harmless LLR INC. and its affiliates from all liability arising from or relating to Consultant’s promotion or operation of Consultant’s LLR INC. business and any activities related thereto (e.g., the presentation of LLR INC. products or Training Bonus Plan, the operation of a motor vehicle, the lease of meeting or training facilities, etc.), and agrees to indemnify LLR INC. for any liability, damages, fines, penalties, or other awards arising from any unauthorized conduct that Consultant undertakes in operating Consultant’s independent LLR INC. business.

21. This Agreement will be governed by and construed in accordance with the laws of the State of Wyoming without regard to principles of conflicts of laws. In the event of a dispute between Consultant and LLR INC. arising from or relating to the Agreement, or the rights and obligations of either party, the parties shall attempt in good faith to resolve the dispute through nonbinding mediation as more fully described in the Policies and Procedures. LLR INC. shall not be obligated to engage in mediation as a prerequisite to disciplinary action against Consultant. If the parties are unsuccessful in resolving their dispute through mediation, the dispute shall be settled totally and finally by arbitration as more fully described in the Policies and Procedures.

22. Notwithstanding the foregoing, either party may bring an action before the courts seeking a restraining order, temporary or permanent injunction, or other equitable relief to protect its intellectual property rights, including but not limited to customer and/or distributor/consultant lists as well as other trade secrets, confidential information, trademarks, trade names, patents, and copyrights. The parties may also seek judicial enforcement of an arbitration award. In all actions before the courts, the parties consent to exclusive jurisdiction and venue before the U.S.

District Court for the District of Wyoming, or state court residing in Laramie County, State of Wyoming.

23. Louisiana Residents: Notwithstanding the foregoing, if Consultant is a resident of Louisiana, this Agreement shall be governed by Louisiana law and jurisdiction and venue of any action before a court shall be in Louisiana.

24. **A participant in this marketing plan has a right to cancel at any time, regardless of reason. Cancellation must be submitted in writing to the company at its principal business address.**

25. Consultant authorizes LLR INC. to use Consultant's name, photograph, personal story, and/or likeness in advertising and promotional materials and waives all claims for remuneration for such use.

IN WITNESS WHEREOF, the parties to this Agreement have duly executed this Agreement to be effective on the Effective Date set forth above.

LLR INC.,
a Wyoming corporation

By: _____

(Title)

Consultant:

(signature)



INITIAL ORDER PRICING

Leggings	ONE SIZE - 15 x 2 Packs (30) / TALL & CURVY - 10 x 2 Packs (20)	25	\$21.00	TOTAL
	TWEEN - 5 x 2 Packs (10)	5	\$19.00	\$790.00
	KIDS - 5 x 2 Packs S/M + 5 x 2 Packs L/XL (10)	10	\$17.00	

Group A	XXS	XS	S	M	L	XL	2XL	3XL	TOTAL		
MAXI	5	9	14	14	14	9	5	5	75	\$21.00	\$1,575.00
CASSIE		10	15	15	15	10	5	5	75	\$14.00	\$1,050.00
AZURE		10	15	15	15	10	10		75	\$14.00	\$1,050.00
LUCY	5	10	15	15	15	10	5		75	\$23.00	\$1,725.00
LOLA	5	10	15	15	15	10	5		75	\$21.00	\$1,575.00
MADISON		15	15	15	15	15			75	\$23.00	\$1,725.00
JILL	5	10	15	15	15	10	5		75	\$25.00	\$1,875.00

Group B	XXS	XS	S	M	L	XL	2XL	3XL	TOTAL		
AMELIA	3	7	10	10	10	7	3		50	\$31.00	\$1,550.00
NICOLE	3	10	10	10	10	10	3		56	\$23.00	\$1,288.00
JULIA	5	10	10	10	10	10	3		58	\$18.00	\$1,044.00
ANA		6	8	8	8	6	6	6	48	\$27.00	\$1,296.00

Group C	XXS	XS	S	M	L	XL	2XL	3XL	TOTAL		
IRMA	10	15	15	15	10	10			75	\$15.00	\$1,125.00
RANDY	5	10	15	15	15	10	5		75	\$16.00	\$1,200.00
CLASSIC T	5	10	15	15	15	10	5	3	78	\$16.00	\$1,248.00
PERFECT T	5	10	15	15	15	10	5	3	78	\$17.00	\$1,326.00
MONROE			25		25				50	\$21.00	\$1,050.00
LINDSAY			15	15	15				45	\$21.00	\$945.00

Kids	DOTDOTSMILE - 4 in each size: 2, 3/4, 5/6, 7, 8/10 & 12/14	24	\$18.00	TOTAL
	SLOAN - 4 in each size: 2, 4, 6, & 8	16	\$13.00	\$1,114.00
	SLOAN - 4 in each size: 10, 12 & 14	12	\$15.00	
	AZURE - 4 in each size: 2, 4, 6, 8, 10, 12 & 14 - 2 Packs x 14 (28)	14	\$21.00	

* Alaska & Hawaii orders - add \$1 per item *

1/14/16

ONBOARDING PACKAGES

Package #1

Cassie - \$1050 - 75
Lindsay - \$945 - 45
Classic - \$1248 - 78
Julia - \$1044 - 58
OS Leggings - \$315 - 30
TC Leggings - \$210 - 20

30 FREE PIECES!!!!

\$4812 for 336 pieces

Incentive! Choose; Cassie, Azure, Madison, Perfect, Lindsay or Monroe

Package #2

Nicole - \$1288 - 56
Cassie - \$1050 - 75
DDS Sleeve - \$432 - 24
Irma - \$1125 - 75
Lindsay - \$945 - 45
OS Leggings - \$315 - 30
TC Leggings - \$210 - 20

40 FREE PIECES!!!!

\$5365 for 365 pieces

Incentive! Choose; Cassie, Azure, Madison, Perfect, Lindsay or Monroe

Package #3

Cassie - \$1050 - 75
Irma - \$1125 - 75
Julia - \$1044 - 58
Monroe - \$1050 - 50
Madison - \$1725 - 75
OS Leggings - \$315 - 30
TC Leggings - \$210 - 20
Tween Leggings - \$95 - 10
Kids L/XL Leggings - \$85 - 10
Kids S/M Leggings - \$85 - 10

50 FREE PIECES!!!!

\$6784 for 463 pieces

Incentive! Choose; Cassie, Azure, Madison, Perfect, Lindsay or Monroe

WHAT SHOULD YOU DO?

STEP 1

Choose a package

STEP 2

Call your bank / card vendor & have them pre-approve the purchase amount for the weekend for the package you chose.

STEP 3

Answer your phone - be ready!

STEP 4

Place your order & become a LuLaRoe Consultant!

ONBOARDING CHECKLIST

Your Name: _____

Your Sponsor's Name: _____

1. Group A: (Circle ONE)

a. Maxi	75 pieces	\$1,575
b. Cassie	75 pieces	\$1,050
c. Azure	75 pieces	\$1,050
d. Lucy	75 pieces	\$1,725
e. Lola	75 pieces	\$1,575
f. Madison	75 pieces	\$1,725
g. Jill	75 pieces	\$1,875

2. Group B: (Circle ONE)

a. Amelia	50 pieces	\$1,550
b. Nicole	56 pieces	\$1,288
c. Julia	58 pieces	\$1,044
d. Ana	48 pieces	\$1,296

3. Group C: (Circle ONE)

a. Irma	75 pieces	\$1,125
b. Randy	75 pieces	\$1,200
c. Classic T	78 pieces	\$1,248
d. Perfect T	78 pieces	\$1,326
e. Monroe	50 pieces	\$1,050
f. Lindsay	45 pieces	\$945

4. Your Choice:

a. Kids Package 66 pieces \$1,114

OR Another choice from

b. Group A, B, or C: _____

YAYYY, 25 FREE! - If you order or pay for 300 or more pieces with your Initial Order (Circle ONE)

MAXI	CASSIE	AZURE	LUCY	LOLA	MADISON	JILL
IRMA	RANDY	CLASSIC T	PERFECT T	MONROE	LINDSAY	

Initial Order Cost:

Group A:	\$
+ Group B:	\$
+ Group C:	\$
+ 4th Choice:	\$
+ Leggings:	\$790
= Total:	\$
Total X .05 (5% discount on every order!)	\$
Subtract Total from 5% discount	GRAND TOTAL \$

FAKE IT UNTIL YOU BECOME IT

I believe 100% in the potential for success for every member on Team Grace, Charm & Hustle. I believe you have the ability to create high sales and profitability while having fun. I believe you have the ability to become a leader in this company. I believe you are entirely in control of your success with LuLaRoe. I believe you hold the keys to changing your life for the better.

As your leader, I hope that my high expectations and belief in your ability instills confidence in you. I want to teach you how to do things, not do them for you. I want you to believe in yourself as much as I believe in you. I want to see you charge wholeheartedly into the adventure of selling LuLaRoe and then be astounded at what you're able to accomplish. I want YOU to do these things for yourself so you can one day turn around and lead others.

The Pygmalion effect is the phenomenon that states that the greater the expectation placed upon someone, the better they will perform. Studies have shown a positive correlation between leader expectation and follower performance. It is commonly illustrated with the example of Eliza Doolittle in *My Fair Lady*, a role made famous by Audrey Hepburn.

I would like us all to approach ourselves, our customers, our hostesses, our downline and our dear sweet new point of sale system Audrey this way. Have faith, belief and confidence in them and they just might surprise you with what they are capable of.

I look forward to hearing about your triumphs, working with you through obstacles and celebrating with you as you hit the milestones ahead.

xoxo, Katie May



TEAM GRACE, CHARM AND HUSTLE

#TEAMGRACECHARMANDHUSTLE
GraceCharmAndHustle@Gmail.com

2016 TEAM INCENTIVE

Make "Trainer" by December 31, 2016

Receive a \$100 Amazon Gift Card

Incentive provided courtesy of Team Coach
Katie May Mooney

2016 TEAM MOTTOS

"Good things come to those who hustle."

"You can do anything, but not everything."