

YOUR BUSINESS

Beauty Consultant Commission and Benefit Schedule.

1. 25% Commission on Shows and Non-Show Orders

Aloette will be sending you a 25% commission cheque on all shows and non-show orders. Cheques are printed once a week for all *DELIVERIES* scheduled that week and then mailed to you. *(Example: for a \$300.00 show you will earn \$75.00)*

The commission is based on the 'commissionable sales' column of your show summary and the retail amount of non-show orders (after any discount). **By adding up line 3 on all orders at the show you will know your commissionable sales that night.**

NOTE: Although shows are expected to be prepaid, if a show must be delivered C.O.D. a small charge of approximately \$6.00 will be deducted from your commission. ***NO C.O.D.'s allowed on non-show orders.***

BONUS: Encourage prepayment of shows by Visa or MasterCard and save the C.O.D. charge! (Most home show companies do NOT accept C.O.D.)

2. Raises to 30 % and 35% Commission "Work smarter not harder!" Give yourself a raise!

* RECRUIT 2 Beauty Consultants **OR** complete 20 qualifying (\$200.00 or more each) shows and start earning 30% commission.

(Now on that same \$300.00 show you earn \$95.00)

* RECRUIT 3 Beauty Consultants **OR** complete 30 'qualifying' shows and start earning 35% commission. *(Now on that \$300.00 show you earn \$105.00)*

NOTE: To maintain the 'raised' commission you must maintain 'active' Beauty Consultant status. (Sell a minimum of \$200.00 per quarter – Jan., Feb., March / April, May, June / July, Aug., Sept., / Oct., Nov., Dec.) Personal orders, shows, non-show orders and tv orders all count towards this number. In the event that you do not maintain 'active' status, you will revert to 25% 'lifetime' discount and commission.

With 3 recruits – become a manager in training! Start receiving 4,5 or 6% on all your sales plus your recruit's sales!!!!

3. Hostess Benefits Paid by Company

All 'regular' hostess benefits are 'paid for' by the company. Offering additional gifts can be done at your own cost.

4. Personal Discount Orders

All personal orders will receive the applicable discount (your commission percentage) and will count as sales towards any company contests or recognition awards.

NOTE: Giving your consultant discount to others could result in you losing your Consultant status.

5. Monthly Product Override

Product Override is an incredible opportunity for a Beauty Consultant to purchase Aloette products monthly at a 75% discount! This purchase opportunity is designed to be used for replenishing your sales kit and for personal use only.

Select 10% of your monthly shipments in products of your choice at a 75% discount.

Example: \$3000.00 monthly shipments, X 10% = \$300.00 at 75% off!

Your cost - \$75.00 (+taxes and handling) for \$300.00 in retail products!!

A consultant must be 'active' to qualify for Product Override, and must attend the Monthly Sales Meeting to pick up her order. For consultants 1 ½ hours away it can be shipped for a small shipping fee.

Maximum Monthly Order of Product Override is \$300.00. Submit order 1 week before meeting. You cannot carry Product Overrides over into next months.

6. You Are An Independent Contractor

As an Aloette consultant, you are self-employed. You will receive a T-4A form indicating your earnings. Save all receipts and keep track of any and all expenses incurred for your Aloette business for tax deductions and benefits. We recommend using an accountant to keep updated on all requirements and benefits.

7. SPECIAL INCOME OPPORTUNITIES – Aloette on T.V.

Aloette is regularly featured on tv in the form of **The Shopping Channel** and Informercials. You can earn up to 20% commission on any orders you process honouring the tv specials. ***DO NOT HAVE YOUR CUSTOMER CALL TV. SHE MUST ORDER DIRECTLY THROUGH YOU OR THE FRANCHISE TO RECEIVE COMMISSION.***

CREATING THE LIFE YOU'VE ALWAYS WANTED

Ask any long term manager in Aloette why she is still here and she is likely to say; ***'The money is terrific, but it's the LIFESTYLE I love the best!'*** As a manager in Aloette you are really a **coach** helping other women to do what you do. If you love to share, you love to grow and develop yourself and others, you want unlimited income and advancement **ALL** with the flexibility to be able to fit this into any lifestyle you choose.....then you need to join our leadership team! We have women of all ages, in all walks of life, with all different personalities. **YOU can do this too!**

If you:

- **would like to earn \$30,000., \$50,000, \$100,000. a year part time.....**
- **want to keep your faith and family priorities before any 'job'.....**
- **want to take vacations when it's convenient for you.....**
- **want to build a significant home based business with all the tax benefits....**
- **want to work with dynamic, supportive women – Great Friends!.....**

Here's what to do:

- **Share Aloette with at least 3 women. (family, friends, guests at shows)**
- **Master your BOOKINGS. Keep 10 shows ahead of you at all times.**
- **Join the 'leaders in training' club to develop yourself as a top consultant.**

We'll teach you what to do each step of the way!

Just do those things above and your manager and president will be HAPPY to guide you and then welcome you into management. **We are looking for women just like you!** Our dreams and goals of growing Aloette through changing women's lives depends on us sharing this opportunity with you! However, it is optional. You don't have to take it even when you qualify! (*We'll let you know how much money you are missing!*) You will receive full training and a management section for your binder when you start your qualification.

Aloette is NOT about competition. It's about encouragement and recognition.

We have a **culture** in our franchise that sums up our priorities.

- **Everyone Gets One** - Each new consultant recruits one other new consultant.
- **Be A Ten** – Get and keep a minimum of 10 shows ahead of you (3-4 weeks)
- **Everyone Qualifies for Management** – 3 recruits gets you there. Taking the position is optional but we want every woman to have the choice!

By focusing on those 3 things you are guaranteed to enjoy wonderful income, gifts, awards, recognition and the best of them all, **the sheer joy of knowing you have made a difference in another woman's life, while you are creating THE LIFE YOU'VE ALWAYS WANTED!!**