

dream connection

PARTICIPANT'S GUIDE



BEUTI CONTROL®
BEAUTIFUL SKIN. BEAUTIFUL LIFE.

Welcome to the beginning of the rest of your life! I congratulate you for taking this first step in your future success. Carl Sandburg once said "nothing happens, unless first a dream." How true this rings!

You have made the choice to join an amazing Company, with amazing products and an unsurpassable opportunity, and now, you have chosen to attend your first training session which will guide and prepare you for the road ahead.

Be bold! Be confident! Dare to dream, and above all, dare to reach for your dreams!

Enjoy the ride!

A handwritten signature in black ink that reads "José Luis Oropeza". The signature is fluid and cursive, with the first letters of each name being capitalized and prominent.

José Luis Oropeza
Vice President, Sales

my dream worksheet

Name: _____

Date: _____

Your 'why' is the starting point and the driving force behind everything you do.
Your dream inspires your actions... and your actions create results!

Take a moment to write your dreams in each of these four categories... what you would like to have,
what you would like to do, who you would like to be, and what you would like to give.
Make the list as long as you'd like, don't hold back.

Dream Big!

WHAT DO I WANT TO BE?	WHAT WOULD I LIKE TO DO?
WHAT WOULD I LIKE TO HAVE?	WHAT DO I WANT TO GIVE?

Now that you've written down your dreams, what is the strongest theme? This is your 'why'.
Write down your 'why' below:

Follow the 1+2+3 magic success formula

- Talk to **1** person a day about your BeautiControl business (booking, selling, recruiting)
- Hold **2** Spas per Week
- Find **3** new people a month to join your team

dreaming of freedom

fact sheet

Name: _____

Qualifications to step up and maintain VIP Target Date: _____

1. Sell a minimum of \$500 (\$600 CAN) personally each month Actual Date: _____
2. Have 3 active personally recruited Consultants on your team
3. Achieve a minimum of \$1,000 (\$1,200 CAN) in Team Retail Sales (this includes your personal sales) each month

EARNING OPPORTUNITIES	VIP
Discount Level	50%
1st Level	4% - 8%
VIP Advance to Self	\$100
VIP Advance to Parent	\$100
VIP Consistency	\$100
Team Recruits	\$50 - \$100

Qualifications to step up and maintain Senior VIP Target Date: _____

1. Sell a minimum of \$500 (\$600 CAN) personally each month Actual Date: _____
2. Have 6 active personally recruited Consultants on your team
3. Achieve a minimum of \$3,000 (\$3,600 CAN) in Team Retail Sales (this includes your personal sales) each month

EARNING OPPORTUNITIES	Senior VIP
Discount Level	50%
1st Level	4% - 10%
2nd Level	4%
VIP Advance to Self	\$100
VIP Advance to Parent	\$100
VIP Consistency	\$100 - \$150
Team Recruits	\$75 - \$150

Qualifications to step up and maintain Executive VIP . . . Target Date: _____

1. Sell a minimum of \$500 (\$600 CAN) personally each month
 2. Have 9 active personally recruited Consultants on your team and 1 VIP
 3. Achieve a minimum of \$5,000 (\$6,000 CAN) in Team Retail Sales (this includes your personal sales) each month
- Actual Date: _____

EARNING OPPORTUNITIES	Executive VIP
Discount Level	50%
1st Level	4% - 12%
2nd Level	4%
3rd Level	4%
VIP Advance to Self	\$100
VIP Advance to Parent	\$100
VIP Consistency	\$100 - \$200
Team Recruits	\$100 - \$300

Qualifications to step up and maintain Director Target Date: _____

1. Sell a minimum of \$500 (\$600 CAN) personally each month
 2. Have 18 active personally recruited Consultants on your team and 3 VIPs
 3. Achieve a minimum \$12,000 (\$14,000 CAN) in Retail sales for two consecutive months to promote to the level of Director
 4. Achieve a minimum of \$8,000 (\$10,000 CAN) in Retail sales each month thereafter to be paid at the Director level
- Actual Date: _____

DIRECTOR LEVEL BONUS / COMMISSIONS	EARNING OPPORTUNITIES
Discount Level	50%
Unit Volume Bonus	\$100-\$800
First Level Commission	4% - 14%
Unit Volume Commission	5% - 12%
Personal Team Recruits Bonus	\$200-\$600
VIP Advancement Bonus	\$100
VIP Consistency Bonus	\$100-\$200

dreaming of freedom check list

Activities that will help me reach my dreams:

- Make a list of 100 contacts and add to it weekly
- Participate in a 3-way recruiting interview
- Share the BeautiControl business opportunity at all of your Spas. Touch on: Flexibility, Family, Fun, Friends, Financial Freedom
- Offer the hosting opportunity to all guests at your Spas
- Book at least 2 spas from each spa this week
- Call 3 people on your contact list to book a Spa
- Mail 2 Client Brochures or send an email to customers to let them know about special product introductions and offers
- Make service calls to customers and Hostesses
- Observe someone else's Spa
- Attend your Director's Unit meetings: Rally, Opportunity events and Lift Off events and participate in any training events / calls that are available

Talk to everyone about your BeautiControl Business:

1 Earning Opportunity:

"I've just made the decision to step up into leadership with BeautiControl. I'm excited about my new opportunity and I am looking for people who are interested in earning an extra \$1,000 a month by working just 4-6 hours per week. Would you be interested in hearing more?"

2 Hosting:

"If now isn't the best time for you, how would you like to earn free and half-priced products for hosting a BeautiControl Spa?"

3 Customer:

"If now is not a good time, can I put you on my mailing/email list to receive updates special product introductions and offers?"

4 Referrals (3 referrals for each of the above):

"Who do you know that loves beauty and skin care products and could use an extra \$1,000 a month?"

monthly spa tracking sheet

Fill out a copy of this form each month and give to your upline Director. You can also find this form on BeautiNet.

Consultant _____ Unit _____ Month _____ Year _____

GOALS FOR THE MONTH: Bookings _____ Share the Opportunity _____ New Consultants _____ Sales \$ _____

Date	Hostess Name	# of Guests Attended	# of New Consultants	Bookings	\$ Amt. of Outside Orders	Total Sales including outside orders	# of Orders	Avg. Sales per Order Total sales ÷ # of orders =	My Hostess Investment (See example)	Profit Total Sales x % (discount level) =
1.)										
2.)										
3.)										
4.)										
5.)										
6.)										
7.)										
8.)										
TOTAL										
MONTHLY AVERAGE RESULTS (Total ÷ # of Spas held)										

my personal commitment

I want to step up the career path and
achieve my dreams

Name: _____

My Dreams:

My Goals:

1. _____ Target Date: _____
2. _____ Target Date: _____
3. _____ Target Date: _____

How my life will change when I achieve...

My First Goal: _____ My Second Goal: _____ My Third Goal: _____

I hereby commit to being the agent of change I want to see in my life.

Signature: _____ Date: _____

Post this copy where you can see it often to keep you focused on your goals!

my personal commitment

I want to step up the career path and
achieve my dreams

Name: _____

My Dreams:

My Goals:

1. _____ Target Date: _____
2. _____ Target Date: _____
3. _____ Target Date: _____

How my life will change when I achieve...

My First Goal: _____ My Second Goal: _____ My Third Goal: _____

I hereby commit to being the agent of change I want to see in my life.

Signature: _____ Date: _____

Give this copy to your recruiter and upline Director.