



Compiled by Barrett/Ostwinkle
National Team 1/2009

Consultant/Senior (2 + 5)

Monthly Expectations:

- Hold 2 spas a month
- Give 2 traveling spa baskets a month
- Conduct Road Map pages 1-4 with new recruits
- Participate in Conference Calls and attend Team Rally
- Profit \$500 a month
- Maintain 5 clients that place a reorder with you

Benefits:

\$500 Month
Profit

Earn 4 %
Commission
on Team Sales

Recommended Activities: (10 hours a month*)

BookSellingRecruiting Calling: (2 hours a month)

- Contact potential hostesses to fill openings
- Contact clients to follow up on purchases
- Contact potential recruits for follow up
- Contact hostesses with spa escapes booked to set expectations and confirm spa

Preparation: (1 hours a month)

- Make up Travel Spa Baskets
- Pack inventory for spa party
- Send spa invites two weeks in advance
- Make up Hostess Envelopes
- Keep Prospecting Bag updated and packed.
- Pack Black Spa bag with demo supplies
- Prepare Hostess and prize gifts
- Complete Spa Log

Selling: (6 hours a month)

- Conduct spa
- Drop off / Pick up Traveling Spa Baskets
- Follow up with clients for reorders or new sales.

Recruiting/Team Building: (1 hour a week)

- Conduct Road Map with any new recruit.
- Contact team members to encourage, invite to unit meeting and to view your spa.

Conference Calls:

- Participate in the Spajammatalk conference call scheduled each Monday evening. (1 hour a week)
- Attend your once a month Team Rally. (3 hour a month commitment.)

The above daily schedule can be conducted on Friday, Saturday or Sunday. Keeping to a 3 day work schedule! The recommended work hours are based upon the consultant working at another job. Hours can be combined and scheduled for your needs. Hours can be increased to move to the next leadership level.



Compiled by Barrett/Ostwinkle
National Team 1/2009

Unit VIP (4 + 10)

Monthly Expectations:

- Hold 4 spas a month
- Give 4 traveling spa baskets a month
- Recruit 1 new consultant every other month
- Conduct Road Map pages 1-4 with new recruits
- Attend Team Rally
- Participate in Conference Calls
- Profit \$1000 a month
- Attend National Meetings
- Maintain 10 clients that place a reorder with you

Unit VIP Weekly To Do! (8 hours a week*)

- Mondays:** BSRCalling (1) 7:00 p.m. - 9:00 p.m.
Conference Call (1)
- Tuesdays:** Preperation (1) 6:00 p.m. - 10:00 p.m.
Selling (3)
- Thursdays:** BSR Calling (1) 7:00 p.m. - 9:00 p.m.
Recruiting/Team Building (1)

The above daily schedule can be conducted on Friday, Saturday or Sunday. Keeping to a 3 day work schedule! The recommended work hours are based upon VIP working at another job. Hours can be combined and scheduled for your needs. Hours can be increased to move to the next leadership level.

Recommended Activities:

BookSellingRecruiting Calling: (2 hours a week)

- Contact potential hostesses to fill openings
- Contact clients to follow up on purchases
- Contact potential recruits for follow up
- Contact hostesses with spa escapes booked to set expectations and confirm spa

Preparation: (1 hours a week)

- Make up Travel Spa Baskets
- Pack inventory for spa party
- Send spa invites two weeks in advance
- Make up Hostess Envelopes
- Keep Prospecting Bag updated and packed.
- Pack Black Spa bag with demo supplies
- Prepare Hostess and prize gifts
- Complete Spa Log

Selling: (3 hours a week)

- Conduct spa
- Drop off / Pick up Traveling Spa Baskets
- Follow up with clients for reorders or new sales.

Recruiting/Team Building: (1 hour a week)

- Conduct Road Map with any new recruit.
- Invite team members to view your spas.
- Contact team members to invite them to attend the Team Rally. Collect Spa Log from them to turn in at the team rally.

Conference Calls: (1 hours a week)

- Participate in the Spajammataalk conference call scheduled each Monday evening.
- Attend your once a month Team Rally. (3 hour a month commitment.)

Benefits:

\$1000 Month Profit

50% Profit on all orders

Earn 4% or 8% Commission on Team Sales



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National Team 1/2009

Executive Unit VIP (8 + 20)

Monthly Expectations:

- Hold 8 spas a month**
- Give 4 traveling spa baskets a month**
- Recruit 1 new consultant every month**
- Conduct Road Map with new recruits**
- Attend Team Rally**
- Participate in Conference Calls**
- Profit \$2000 a month**
- Attend National Meetings**
- Maintain 20 clients that place a reorder with you**

Executive VIP Weekly To Do! (12 hours a week*)

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|-------------------|------------------------------|------------------------|
| Mondays: | BSRCalling (1) | 7:00 p.m. - 9:00 p.m. |
| | Conference Call (1) | |
| Tuesdays: | Preparation (2) | 6:00 p.m. - 10:00 p.m. |
| | Selling (3) | |
| Thursdays: | BSR Calling (1) | 7:00 p.m. - 9:00 p.m. |
| | Recruiting/Team Building (1) | |
| Saturdays: | Selling (3) | 1:00 p.m. - 4:00 p.m. |

*The above daily schedule can be conducted on Thursday - Sunday. Keeping to a 4 day work schedule! The recommended work hours are based upon ExVIP working at another job. Hours can be combined and scheduled for your needs. Hours can be increased to move to the next leadership level.

Recommended Activities:

BookSellingRecruiting : (2 hours a week)

- Contact potential hostesses to fill openings
- Contact clients to follow up on purchases
- Contact potential recruits for follow up
- Contact hostesses with spa escapes booked to set expectations and confirm spa

Preparation: (2 hours a week)

- Make up Travel Spa Baskets
- Pack inventory for spa party
- Send spa invites two weeks in advance
- Make up Hostess Envelopes
- Keep Prospecting Bag updated and packed.
- Pack Black Spa bag with demo supplies
- Prepare Hostess and prize gifts
- Complete Spa Log

Selling: (6 hours a week)

- Conduct spa
- Drop off / Pick up Traveling Spa Baskets
- Follow up with clients for reorders or new sales.

Recruiting/Team Building: (1 hour a week)

- Conduct Road Map with any new recruit.
- Invite team members to view your spas.
- Contact team members to invite them to attend the Team Rally. Collect Spa Log from them to turn in at the team rally.

Conference Calls: (1 hours a week)

- Participate in the Spajammata talk conference call scheduled each Monday evening.
- Attend your once a month Team Rally. (3 hour a month commitment.)

Benefits:

\$2000 Month
Profit

50% profit
on all orders

Earn 4% or 8%
Commission
on Team Sales



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National Team 1/2009

Unit Manager (8 + 20)

Monthly Expectations:

- Hold 8 spas a month
- Give 4 traveling spa baskets a month
- Recruit 1 new consultant every month
- Conduct Road Map with new recruits
- Attend Team Rally
- Participate in Conference Calls
- Profit \$2000 a month
- Attend National Meetings
- Maintain 20 clients that place a reorder with you

Unit VIP Weekly To Do! (14 hours a week*)

Mondays: BSRCalling (1) 7:00 p.m. - 9:00 p.m.

Conference Call (1)

Tuesdays: Preperation (2) 6:00 p.m. - 10:00 p.m.

Selling (3)

Thursdays: BSR Calling (1) 7:00 p.m. - 9:00 p.m.

Recruiting/Team Building (3)

Saturdays: Selling (3) 1:00 p.m. - 4:00 p.m.

*The above daily schedule can be conducted on Thursday - Sunday. Keeping to a 4 day work schedule! The recommended work hours are based upon Unit Manager working at another job. Hours can be combined and scheduled for your needs. Hours can be increased to move to the next leadership level.

Recommended Activities:

BookSellingRecruiting : (2 hours a week)

- Contact potential hostesses to fill openings
- Contact hostesses with spa escapes booked to set expectations and confirm spa
- Contact clients to follow up on purchases
- Contact potential recruits for follow up

Preparation: (2 hours a week)

- Make up Travel Spa Baskets
- Keep Prospecting Bag updated and packed.
- Pack inventory for spa party
- Pack Black Spa bag with demo supplies
- Send spa invites two weeks in advance
- Prepare Hostess and prize gifts
- Make up Hostess Envelopes
- Complete Spa Log

Selling: (6 hours a week)

- Conduct spa
- Drop off / Pick up Traveling Spa Baskets
- Follow up with clients for reorders or new sales.

Recruiting/Team Building: (3 hours a week)

- Conduct Road Map with any new recruit.
- Invite team members to view your spas.
- Contact team members to invite them to attend the Team Rally. Collect Spa Log from them to turn in at the team rally.

Conference Calls: (1 hours a week)

- Participate in the Spajammataalk conference call scheduled each Monday evening.
- Attend your once a month Team Rally. (3 hour a month commitment.)

Benefits:

\$2000 Month
Profit

50% Profit
on all orders

Earn 10%
Commission on
Team Sales

Earn 4% on
Unit Manager
Team

Earn up to \$250
cash bonus