

WHAT MIGHT WE

Imagine

SEMINAR 2024



The fastest growing unit with the most productive teams



April Unit Goals

- 15 New Unit Members
- 15 Soar Awards Achiever/12 Star Consultants
- 5 New First Time Red Jackets
- 1 New DIQ

01



What could earning a medal do for your personal and professional growth?

Share your business with 3 or more active business associates this month.

02



Finish Your Star

What strategies will you implement to finish your star by June 15th

03



Leave Everyone With An Impression Of Increase

When we become cognizant of the value of giving we start receiving. Do random acts of kindness.

04



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access2million@aol.com

New Consultants

WELCOME

APRIL 2024

Get to A by B
because of C

DREAM
BIG

Growing our unit to **500 members**, **50% having 100 skin care customers by June 2025** because people deserve to wash their face with the highest standard in skin care products



Welcome to our New Consultants

Mariama Barrie

Andrise Andre

Aissatou Barry

Natoya Bramwell

Marie Dennis

Gloria Ferguson

Nerina Francis

Denise Levy Legister

Marie Gloire Mujinga

Kerline Pierre

Eliana Septimus-

Augustin

Sharmaine Sheill-

Pessoa

Assana Tairou

Marie Thador

Delores Thomas

Margaret Williams

Sharon Grant

Eunide Bernard

Binta Balde

Melva Slythe Farquharon

Melva Slythe Farquharson

Dorothy Thompson

Dorothy Thompson

Dorothy Thompson

Chinwe Ngwu

Dorothy Thompson

Eunide Bernard

Eunide Bernard

Jackie Dixon

Jennifer Hyman

Eunide Bernard

Catherine Marra

Adassa Christie-Palmer

In this newsletter
you can expect:

Gold Medal
Winner

Silver Medal
Winner

Dorothy
Thompson

Bronze
Medal
Winner

Eunide
Bernard

Congratulations

The Model Leaders



BINTA BALDE



**SHARON
GRANT**



**DOROTHY
THOMPSON**

TOP 20 YEAR TO DATE

- 1. BINTA BALDE 22861**
- 2. SHARON GRANT 13324**
- 3. DOROTHY THOMPSON 12912**
- 4. RACHAEL ADEWOLE 11949**
- 5. ADASSA C-PALMER 8837**
- 6. JACKIE DIXON 8368**
- 7. ADOLPHINE KANNAH 6374**
- 8. ELIZABETH CROUELL 5980**
- 9. KWEINYON KANNAH 5763**
- 10. JENNIFER THOMPSON 5009**
- 11. EULALEE SPRINGER 4894**
- 12. CAROLINE SMITH 4850**
- 13. DENISE FARRELL 4693**
- 14. NANCY KUTTIN 4684**
- 15. NYENEPLUH NEUFVILLE 4679**
- 16. CATHERINE MARRA 4337**
- 17. EUNIDE BERNARD 4103**
- 18. ENID CONNOLLY 4102**
- 19. BARBARA REFFELL 3806**
- 20. CHARLOTTE MERCADO 3584**

**QUEEN'S COURT
40,000**

**PRINCESS COURT
20,000**

**MODEL LEADERS COURT
10000**



**BOOK CLASSES & FACIALS!
DETERMINE YOUR FUTURE**

LET GO OF WHAT'S COMFORTABLE TO STEP INTO WHAT'S POSSIBLE

TIME TO TURN MY MONTHLY INCOME INTO MY WEEKLY

\$50,000 EXTRA INCOME

By implementing three key strategies, she achieved remarkable success and emerged as the Queen of Sales in her division, amassing over \$120,000.

Firstly, she orchestrated grand self-care events, empowering clients to feel confident in their skincare routines and enhance their natural beauty.

Secondly, she recruited dedicated individuals who consistently surpassed weekly sales targets of \$300. Recognizing their invaluable contributions, she rewarded their efforts accordingly.

Lastly, she fostered a network of committed hostesses who hosted quarterly parties, ensuring a steady stream of business and expanding her market reach.

Through her strategic approach, she not only achieved impressive sales figures but also solidified her reputation as the unrivaled queen of sales in our unit. Jennifer's actions sparked a movement, resulting in 6 out of 10 consultants ranking in the top 10 at the seminar.

BET ON YOURSELF

DETERMINE YOUR FUTURE
INVEST IN 25 SKIN CARE SETS



Hiding is costly

Playing small because you are afraid to take the skincare **party** steps will cause:

- loss of income
- denying yourself of living your dream life
- feeling unworthy

BOOK CLASSES & FACIALS!
DETERMINE YOUR FUTURE



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MEET OUR DREAM TEAM & **TEAM PRODUCTIVITY**



JACKIE DIXON

Team Leader Production

2329.00



ADOLPHINE KANNAH

Star Team Builder

1152.00



SHARON GRANT

Senior Consultant

1046.00

SUCCESSFUL TEAMS PRODUCE IN EXCESS OF \$5000 PER MONTH IN SALES

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MEET OUR DREAM TEAM & **TEAM PRODUCTIVITY**



JENNIFER THOMPSON

Star Team Buildet

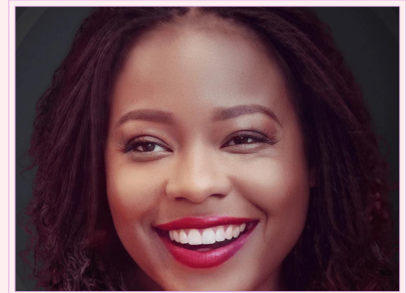
988



ENID CONNOLLY

Senior Consultant

\$865



DENISE FARRELL

Star Team Builder

779



DOROTHY THOMPSON

Senior Consultant

735



ADASSA CHRISTIE-PALMER

Senior Consultant

608.50



ANSELMA TRINIDAD

Senior Consultant

474.50



CATHERINE MARRA

Senior Consultant

\$358



SATI RAMPAIL

Senior Consultant

\$826.50



SUCCESSFUL TEAMS PRODUCE IN EXCESS OF \$2500 PER WEEK IN SALES



OR MORE ACTIVE

January 1 - June 30, 2024

1

2

3

4

5

6

7

8

AND YOU'RE A
DIQ!



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LOOK, WHO CONTRIBUTED TO BRINGING THE MODEL LEADERS A JUBILANT FINAL FOUR



BINTA BALDE



JACKIE DIXON



DOROTHY THOMPSON

2000 QUEEN SOAR ACHIVERS



1000 QUEEN SOAR ACHIEVER

600+ PRINCESS SOAR ACHIEVERS

- | | |
|----------------------|------|
| 1. BINTA BALDE | 1063 |
| 2. JACKIE DIXON | 805 |
| 3. DOROTHY THOMPSON | 735 |
| 4. ELIZABETH CROUELL | 680 |
| 5. CAROLINE GRANT | 654 |
| 6. ADASSA C-PALMER | 608 |
| 7. BARBARA REFFELL | 606 |
| 8. SHARON GRANT | 604 |
| 9. ENID CONNOLLY | 601 |

300+ DUCHESS SOAR ACHIEVERS

BARBARA DEMETRIUS
CHINWE NGWU
ANGELINA KIM
CATHERINE MARRA
FELISA CARPENTER

225+ ACTIVE 1 (A1)

225+ WHOLESALER
ARDIA CRAWFORD
CHINWENDU EGBUKWU
MYRNA STERLING
DEBORAH ECHEVARRIA
HEMWATTEE SHIVTAHAL
CHARLOTTE MERCADO
ANSELMA TRINIDAD
JENNIFER HYMAN



**BET ON YOURSELF!
DETERMINE YOUR FUTURE**

LET GO OF WHAT'S COMFORTABLE TO STEP INTO WHAT'S POSSIBLE

Why become a Sales Director?

SAME WORK = DIFFERENT PAY!



These figures are based on total production = \$7,500
(\$1,000 Personal + \$6,500 Team)
This chart will show how much money is left on table as Consultant vs. Director

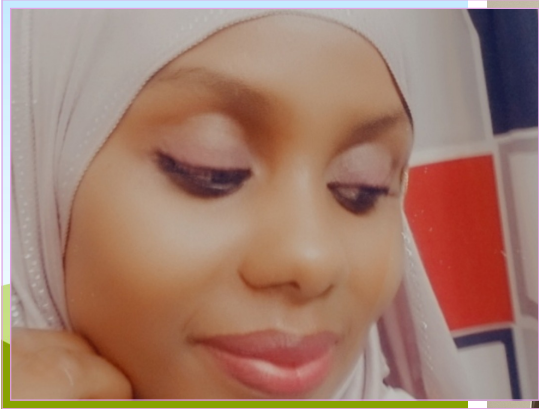
ACTIVITY	CONSULTANT PAY	DIRECTOR PAY
Personal Team Production \$6,500 x 13%	\$845	\$845
Total Unit Production (includes your own order + all non-personal members) \$7,500 x 23%	N/A	\$1,725
5 New Qualified Personal Recruits (\$50 each for Consultant / \$100 each for Director)	\$250	\$500
5 New Unit Qualified Recruits (4 - 10 New Qualified \$100 each)	N/A	\$500
Career Car Cash Compensation (Based on the \$9,000 monthly)	\$425	\$425
TOTALS =	\$1,520	\$3,995

\$2,475 LEFT ON THE TABLE EACH MONTH!

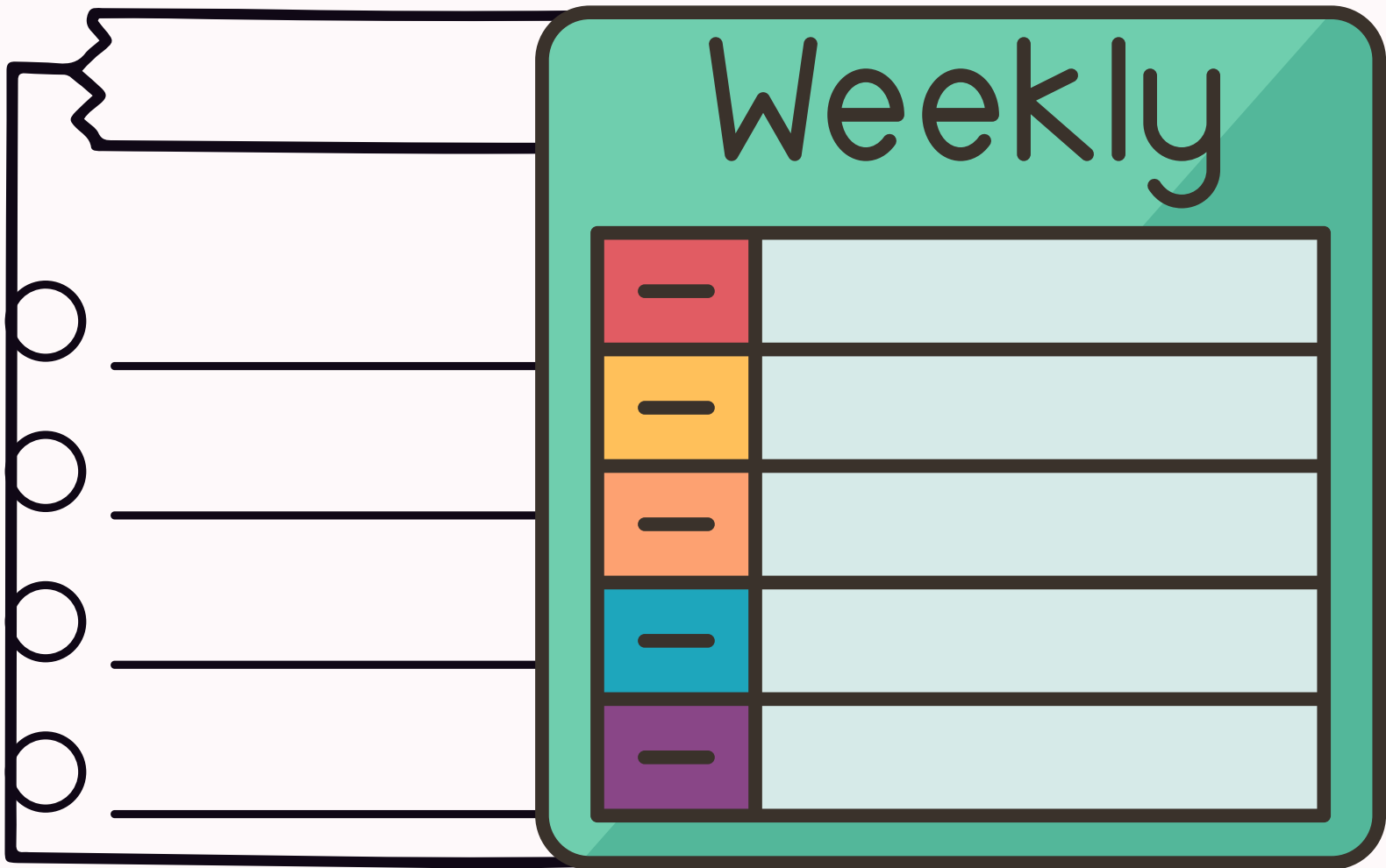
Please note that the above total does not include personal commissions on personal sales, red jacket bonus or the \$800+ annual wellness bonus and quarterly unit stars bonus.

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SOAR ACHIEVERS



WHATS KEEPING YOU SAFE IS KEEPING YOU STUCK



Retail Income on Product Sales

Virtual & In-Person Parties

___ Parties each week
x 5 skincare collections

Weekly Sales \$___

Monthly Sales \$___

Actual Profit \$___

Reorder Income

2 New Leads each day
700 New Leads per yr.

Weekly Re-order of \$___

Average customer
reorder per yr \$500

Actual Profit \$___

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ONTARGET STAR CONSULTANTS QUARTER ENDING MARCH 15

FREE GIFTS THIS Quarter



CONSULTANT

WHOLESALE + TEAM BUILDING

POINTS NEEDED FOR SAPPHIRE

<i>Binta Balde</i>	2825	<i>175 for Diamond</i>
<i>Elizabeth Crouell</i>	680	1120
<i>Victoria Hibbitt</i>	670	1130
<i>Barbara Reffell</i>	606	1194
<i>Sharon Grant</i>	604	1196
<i>Enid Connolly</i>	601	1324
<i>Darnet Davis-Barton</i>	476	1430
<i>Chinwe Ngwu</i>	369	1440
<i>Angelina Kim</i>	359	1443
<i>Felisa Carpenter</i>	357	1492
<i>Ardia Crawford</i>	308	

QUARTER ENDS JUNE 15

you can

do it  tracking

Goals for the month of:

Monthly skincare customer

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booking GOAL:

_____ Week

_____ Month

face GOAL:

_____ Week

_____ Month

interview GOAL:

_____ Week

_____ Month

sales GOAL:

_____ Week

_____ Month

WHOLESALE

Production

\$100

\$200

\$300

\$400

\$500

\$600

Bee Challenge Achiever!

\$700

\$800

\$900

\$1,000

\$1K Club Achiever!

\$1,100

\$1,200

\$1,300

\$1,400

\$1,500

\$1,600

\$1,700

\$1,800

\$1,900

\$2,000

\$2K Club Achiever!

\$1,250 Wholesale production a month = Court of Sales Diamond Ring!

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POSSIBILITY PATH

BET ON YOURSELF

PRESENT

Reassess what you really want and be willing
to stop hiding



Elevate Your Life & Your Business

Change is inevitable and personal growth is a choice



STEP BACK FROM WHO YOU ARE TO
SLING SHOT TO WHERE YOU WANT
TO GROW

Embrace self-reinvention! Change is not achieved by
battling your current reality; it's about constructing a
new paradigm.



BUILD IT BETTER

Embrace and empower your new journey by utilizing the
3S approach to affirm a purposeful and driven life.



28-DAY GRATITUDE JOURNAL CHALLENGE

DAY	WEEK 1	WEEK 2	WEEK 3	WEEK 4
1	Write down three things you are grateful for today.	Call or text someone you appreciate and let them know why you are grateful for them.	Write about a person who has positively impacted your life and why you are thankful for them.	Make a list of five things that bring you joy and gratitude.
2	Take a moment to appreciate something in nature, whether it be a beautiful view or the feeling of the sun on your skin.	Write about a place you are grateful for, whether it be your home, a favorite vacation spot, or a cozy coffee shop.	Think about a talent or skill you have that you are grateful for and write about how it has positively impacted your life.	Write a thank you note to someone who has made a difference in your life.
3	Write about a moment or experience that made you feel grateful or blessed.	Take a moment to appreciate your body and write about three things you are thankful for in regards to your health.	Write about a material possession you are grateful for and why it brings you joy.	Take a moment to appreciate your job or career and write about how it has positively impacted your life.
4	Write about a friend or family member who has been there for you through thick and thin, and how they have positively impacted your life.	Make a list of five things you are looking forward to in the future and why you are grateful for them.	Take a moment to appreciate your community and write about something you are thankful for in regards to where you live.	Write about a book or movie that has inspired you and how you are grateful for its impact on your life.
5	Write about a time when someone showed you kindness and how it impacted your life.	Write about a spiritual belief or practice that brings you gratitude and peace.	Take a moment to appreciate the technology you use on a daily basis and write about how it has positively impacted your life.	Write about a food or meal you are grateful for and why it brings you joy.
6	Write about a challenge or obstacle that you are grateful for because it taught you something important.	Make a list of ten things you are grateful for right now.	Write about a pet or animal you are grateful for and how they bring joy to your life.	Take a moment to appreciate your senses (sight, smell, taste, touch, and hearing) and write about three things you are grateful for in regards to each sense.
7	Write about a teacher or mentor who has positively impacted your life and how you are grateful for their influence.	Take a moment to appreciate your sense of humor and write about three things that make you laugh or smile.	Write about a historical figure or event that you are grateful for and how it has positively impacted your life.	Make a list of three things you are grateful for in regards to your personal growth or development.

10 WAYS TO EARN YOUR STAR THIS WEEK!

Calculate your sales goal for this week!

$$\frac{\text{Star level}}{\text{Amount ws already ordered this quarter}} = \text{ws goal} \times 2 = \frac{\text{Rtl sales goal}}{\text{Rtl sales goal}}$$



Now choose the way you will reach this goal & get started!



- 1 Contact six customers who work outside the home to do a \$100 bag challenge. Offer each person who completes the challenge this week a set of designer brushes or the Large Travel Organizer.
- 2 Call Monthly Anniversaries and offer husbands' gift buying services.
- 3 Call customers for Easter gifts! Satin Hands, Skinvigorate Cleansing Brush, and Lemon Parfait Pedicure Collection are perfect for Easter baskets. Upsell with nail color, AtPlay, or regular line lip and eye colors!
- 4 Contact Basic Skin Care customers and introduce one other product line. Offer 15% to try a complete Body Care, Spa, Nail Care, etc.
- 5 Deliver Reorders and up sell by selling at least one additional item per customer. Try nail colors, lip or eye colors, mascara, or oil-free eye makeup remover.
- 6 Hold a Phone Lottery (call as many customers as you can in an hour and tell your customers one of them will receive their order 50% off).
- 7 Demo Satin Hands on 10 people.
- 8 Contact customers for seasonal reprogramming, spring colors, sun care, and skin supplement needs.
- 9 Offer gift buying ideas for Brides, Baby Showers, Get Well, Grads, Mother's Day, etc.
- 10 Hand out ten Product samples each day and call prospects for feedback and orders.



**BE A WOMAN ON A MISSION!
LET NOTHING STOP YOUR SUCCESS!**