

team
sassy lavish
when you believe, you can achieve.



younique

New Starter Presentation Pack
September 2015

welcome to younique

I am so pleased you've decided to join Team Sassy Lavish at Younique!

Beginning your journey in this business can be a daunting experience – whether you see Younique as a hobby, something you can do alongside paid employment or whether Younique will be for you what it is for me – full time work.

Though I am often very easily contactable, **I have designed this presentation pack specifically to help you** take the first steps on your journey with us. Please save this document, print it, store it to your smartphone or tablet – whatever suits you! This will be your reference point when you're out and about or for when I'm not available. You will also find this document useful if you decide to recruit your own team members.

The biggest question new team members ask me is: "Where do I start?" – **I am here to help you** understand the basics of Younique and our business, so you can begin building, networking and earning right now!

Note: Your upline leaders can help with a lot of things but, most often, shipping and technical issues are beyond our realm of assistance. Please contact Support directly for any issues regarding your website, products, shipping or commission.

TECHNICAL/PRODUCT/WEBSITE **SUPPORT** please contact Support@Youniqueproducts.com

As your upline, my biggest aims are to **give you the very best support** I can, and inspire you to achieve.

On top of all the useful information contained in this document, I will be adding you to the following Facebook groups, where you can find a wealth of support from myself and the wider Younique community;

- **Team Sassy Lavish Training and Updates** – This is where I'll be posting training and updates specifically to Team Sassy Lavish.
- **Younique Family – Presenters Only** – This is where Corporate (Head Office) give all Younique presenters business updates, incentive updates, and recognition to presenters reaching each level in the compensation plan.
- **Team Fabulash Presenters Only** – This is my sponsor's (and our Black Status Presenter's) group where you'll find an abundance of information.

I wish you all the best on your journey, and we will speak soon ☺

kimberley palin
Sassy Lavish Cosmetics

why team sassy lavish?

I am a people person, I strive to help others. Sassy Lavish Cosmetics and Younique are my business and pretty much my life. Team Sassy Lavish is my business family, and I don't shy from providing 1-to-1 support or building others. For me, Younique is my full time job - and I am wholly committed to the cause, and that is my team, and uplifting and empowering others.

Sassy Lavish Cosmetics, which rebranded in September 2015, is an ambitious, energetic, emerging team within Younique, which has a clear ambition to build strongly and build together. This reflects on my personal desire to help others achieve all they can.

The benefit of joining an emerging team, such as Team Sassy Lavish, right now, is that you are joining something which has momentum and is moving forwards and will continue to do so quickly. I don't take days off, I am always here to offer personal support to my team members – and anybody who wants to achieve has either gained what they want to or is working towards doing so.



Important Sassy Lavish Cosmetics and Team Sassy Lavish links:

Web/Younique

www.sassylavish.co.uk

Sassy Lavish Facebook Page

<https://www.facebook.com/sassylavish?fref=ts>

Kim Palin Profile

<https://www.facebook.com/misscupcake1986?fref=ts>

Team Sassy Lavish Training

<https://www.facebook.com/groups/872817579446231/?fref=ts>

5 things to do as soon as you sign up!

These are five things I recommend doing as soon as possible, after signing up to Younique.

1. Browse your website – Get a feel for everything on your website, including its contents and navigation. Fill out the 'About' section on your website and feel free to tell people a little about yourself and why you joined Younique – people love a personal story.
2. Set up a party link – This is where your customers can purchase products through you – and their purchases will count towards earning you Y-Cash (Product credit) and half-price items, as well as your commission (renew every 10 days). And if you have the funds, order yourself five mascaras to keep on hand, because this 1. Qualifies you as a white status presenter, and 2. The 3D Fiber Lashes+ Mascara is a hugely popular product, which should be easy to sell on to friends, family members or associates.
3. Host a launch party – Launch parties can be hosted at home or online. It is a good idea to wait for your kit to arrive before hosting a party at home. However, having a kit isn't a necessity if you're hosting a party online.
4. Make a Facebook page
5. Follow network marketers and have a look at their stories in network marketing, as well as looking into how they became successful and their processes. I would suggest following these hugely successful network marketers on Facebook;
 - Amber Voight
 - Claire Danielle Cowan
 - Katie Louise Hamer
 - Eric Worre
 - Jim Rohn
 - Tony Robbins

getting to yellow status

All white status presenters earn 20% personal sales commissions, but I strongly advise getting to yellow status as early as possible. Achieving yellow status guarantees a lifetime minimum personal sales commission of 25%.

To get there, you need to achieve \$1000 PRS (lifetime sales). I got to yellow status in my first month, and new presenters are easily achieving this within a month or two all the time. It is my view that achieving this as early as possible helps you build a momentum with your business – which helps you greatly as you progress.

grow your business with the 5-3 Formula

Once you've hit yellow status and began to build a customer base, I would recommend following Bri Richardson's 5-3 formula.

The 5-3 formula is basically selling \$500 of new products and recruiting 3 new team members each month and coaching them to do the same thing. With this formula, you could hit green status within 3-4 months.

This simple team building method is attainable every single month and is easily duplicated within your company. If you focus heavily on the 5-3 formula and coach your entire company, it would mean \$32,000 company wholesale sales and 214 team members after four months.

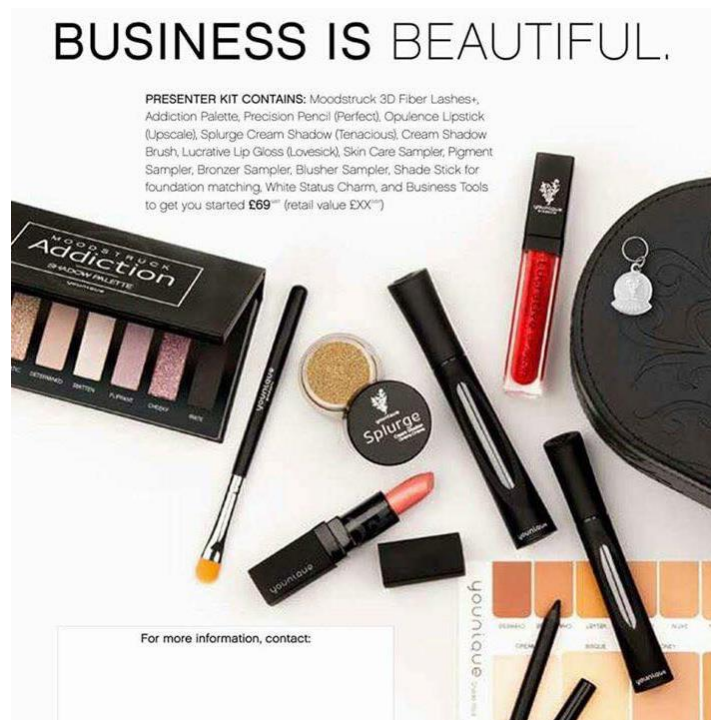
So the key is to keep it simple, build strong, duplicate and coach.



To find out more about the 5-3 formula, please watch the following video:

[5-3 Formula](#)

your younique presenter kit



PRESENTER KIT CONTAINS (WORTH £128+)

- Moodstruck 3D Fiber Lashes+ Mascara - £23
- Addiction Shadow Palette - £38
- Precision Pencil (Perfect) – £12
- Opulence Lipstick (Upscale) - £15
- Splurge Cream Shadow (Tenacious) - £21
- Cream Shadow Brush - £12
- Lucrative Lip Gloss (Lovesick) - £12
- Shade Stick for foundation matching - £7.50
- Skin Care Sampler
- Pigment Sampler
- Bronzer Sampler
- Blusher Sampler
- White Status Charm

Plus, you'll get a FREE business website, instant access to the Younique Virtual Party System, £20 Younique Cash on your birthday annually, PayQuicker Younique bank account, September 2015 Younique Cosmetics & Skincare Catalogue, and a Younique Presenter Guide – all in a signature black faux leather embossed Younique case.

Younique Royalties Programme (Compensation Plan)

The Younique Royalties Programme is not only generous, but is also one of the easiest to understand, and to explain to prospective team members.

Status Requirements

REQUIREMENTS	ENTRY PRESENTER		EXEMPLARY PRESENTER		ELITE PRESENTER		EXCLUSIVE PRESENTER	
Status	White	Yellow	Pink	Blue	Green	Orange	Purple	Black
Personal Retail Sales (PRS)	125 **	1,000 ***	250	250	500	500	500	500
Company Wholesale Sales			2,000	4,000	10,000	20,000	40,000	80,000
Qualified First-Level Presenters			1	2	3	3	4	4
Circle Wholesale Sales *					2,000	4,000	6,000	10,000
First Generation Elites						1	2	4

* Wholesale amounts are calculated at 75% of the Personal Retail Volume of all commissionable sales.

** ROLLING THREE MONTHS: To avoid being inactivated, each Presenter must sell at least \$125 in product in the previous 3 months.

*** LIFETIME: To achieve Yellow status, a Presenter must sell £1,000.00 in Personal Retail Sales

Royalties

REQUIREMENTS	ENTRY PRESENTER		EXEMPLARY PRESENTER		ELITE PRESENTER		EXCLUSIVE PRESENTER	
Status	White	Yellow	Pink	Blue	Green	Orange	Purple	Black
Retail Royalties	20.00%	25.00%	25.00%	25.00%	30.00%	30.00%	30.00%	30.00%
Circle Royalties			3.00%	4.00%	5.00%	5.00%	6.00%	6.00%
First Generation Royalties					3.00%	3.00%	3.00%	3.00%
Second Generation Royalties						4.00%	4.00%	4.00%
Third Generation Royalties								5.00%

royalties programme explained

Your recognised status will never go down once you've reached it. For example, if you hit pink status, from then on you'll be recognised as a pink status presenter until you move to the next rank. However, your 'paid as' status resets at the beginning of each month – the only exception being when you reach yellow status, you'll never go back.

how you will get paid

Younique presenters are paid through an external company, 'PayQuicker' - it is basically like a bank account for your business. You are paid on your own personal sales every three hours, whilst team royalties are paid on the 8th of each month.

After your first sale, you will receive an email to set up your PayQuicker account. You will be asked to provide two forms of personal identification (IE: passport or driving license and one utility bill).



Once you have earned £50 in royalties, you will then receive a Younique debit card, which you can use as you would a normal debit card – however, small fees apply to some transactions. I recommend familiarising yourself with the terms and conditions on the pay quicker website.

how much you can earn

As with any commission-based job, it is difficult to put an exact figure on how much you will earn – as a rule of thumb, I always tell new and prospective presenters that as with any business, you get out what you put in.

Here's an example of what you could potentially earn from **selling just one mascara per** day over a 30 day period;

- White status presenter @ 20% commission – £113.10
- Yellow to blue status @ 25% commission – £141
- Green to black status @ 30% commission - £169

Please note: This is just a guide. The earning potential is incredible, but there's also a good possibility that if you don't put in the time and effort required, you won't reach the above figures. As with any business, you have to put the hours in and stick with it to get out.

Formula to work out commission

AMOUNT OF ROYALTY PTS X 0.65 (USD-GBP EXCHANGE RATE) X COMMISSION PERCENTAGE (EG 25%)

Frequently asked questions

How will joining the business affect my benefits?

Everybody's circumstances are different. However, if you are in receipt of any benefits, I strongly advise you to contact the Job Centre or Inland Revenue and ask their advice for your own situation. You must inform the Job Centre immediately that you are working, even if you haven't earned any money.

For people on income support or Jobseeker's Allowance, you may find that you have to apply for Working Tax Credits, and may in fact be better off. I cannot stress enough how important it is to be upfront with the Job Centre about this. They will be best placed to advise you.

Do I have to register as self-employed?

Yes. Please visit <https://online.hmrc.gov.uk/registration/options>

This is where you can register as self-employed online. You have three months after you begin trading to register with HMRC, though I'd recommend doing so as soon as you start. You can claim for expenses at the end of the tax year – such as any fuel used to deliver goods or attending events, business cards, samples, training and advertising.

How can I sell Younique?

You cannot sell products on eBay, Buy & Sell Sites, Gumtree or from a retail outlet. You can advertise the business opportunity although it isn't always the most effective form of marketing – look up attraction marketing. If you own or work in a salon, hairdressers, clothes shop etc. you can have a display stand with samples on and let customers place their orders online or arrange to meet them away from your premises.

Where can I buy promotional materials? (Business cards, flyers, hoodies & t-shirts etc)

There are a number of items available to buy in your back office on your website. On top of this, you can buy a great range of products through the Facebook group 'Promotional Materials For Younique Presenters' – I've always found them to offer a first class service. Many Younique presenters order advertising materials such as business cards and flyers through www.vistaprint.co.uk

How do I get around the cost of shipping?

Shipping to the UK is £6.95 - you can suggest a number of things to your customers: 1x 3D Mascara = £29.95 each shipped directly to customer 3 x 3D Mascara = £25.50 each shipped to one customer

8 x 3D Mascara = £23 each plus £18.40 free shipping & 1 half price item 13 x 3D Mascara = £23 each plus £36 free shipping & 2 half price items.

How do online parties work?

Using our back office from our website we set up a referral link which can be connected to a Facebook account. Set up a group online with your hostess – they invite their friends to the event group. We post things in the group like tutorial videos, product photos, games etc. Any orders placed are done through the hostess link and our website will calculate how much free product she is entitled to from the table above. In order to save on shipping the products need to be delivered to the hostess in one delivery.

Do I have anything to pay after my initial sign up?

No. Unlike lots of direct sales companies Younique doesn't charge you monthly website fees or a renewal fee. You are only required to sell \$125 every 3 months which works out at about 4/5 mascaras this includes your own personal purchases. If you don't do this you have a 3 month grace period to reactivate your account.

How to claim hostess Y Cash

Your hostess cannot redeem her rewards until the day after her party closes. She needs to go through your website to do it and she must be logged into her account. Any Younique cash or rewards you or a hostess earns will show up when you go to check out, after adding items to your cart.