

ROAD TO ROYALTY

Let's Get Started

Amazing you've just started your successful business.
 If this is your first time it could be a little confusing knowing what to start with.
 We're going to guide you through to getting crowned!
 Enjoy ticking every activity as you complete it (put a Tick after it)
 It's great seeing yourself making progress!

| DAY ONE: THE ESSENTIALS | | |
|--|---|-------------------------------------|
| Join the SheerSense Distributor Support Group (DSG) on Facebook | Click here to join the DSG | <input checked="" type="checkbox"/> |
| Check out SheerTraining in the Back Office | Click here for SheerTraining | <input checked="" type="checkbox"/> |
| Check out SheerGraphics in the Back Office for lots of great images and videos | Click here for SheerGraphics Feel free to share these | <input checked="" type="checkbox"/> |
| Join your Uplines Support Group | | <input checked="" type="checkbox"/> |
| Choose your Business Name (check it's compliant) | Ask your sponsor or contact the support group on: janice@sheersense.com vikkimarie@sheersense.com | <input checked="" type="checkbox"/> |
| Set up your Business Page on Facebook, Instagram, Twitter, etc | It's best to only focus on two platforms | <input checked="" type="checkbox"/> |
| Notes | | |

| DAY'S 2 - 7 : MAKING PLANS | | |
|--|---|-------------------------------------|
| Decide when and how you're going to focus on your business | Specific days and times eg. every day at 8pm | <input checked="" type="checkbox"/> |
| Discuss with your sponsor what your dreams and goals are | What are you aiming for.... Mega Holiday, New car? | <input checked="" type="checkbox"/> |
| Decide when your first Demo will be and shout about it! | Best at your home or a friend's, but could be online | <input checked="" type="checkbox"/> |
| Plan your days using your phone, diary or a pen and paper, but do it! | You need to plan in your working hours and schedule family time too | <input checked="" type="checkbox"/> |
| Do your 1st 'Live' applying some product from your kit | | <input checked="" type="checkbox"/> |
| List places you go to, like the hairdressers and the dentist, etc | Share your new business venture excitement with them | <input checked="" type="checkbox"/> |
| Start collecting orders ready for Day 8 | This is when you can place your first order | <input checked="" type="checkbox"/> |
| Join our SheerCuriosity Facebook Group Click here | Invite anyone you feel may be a potential distributor in the future | <input checked="" type="checkbox"/> |
| Chat to your sponsor about our Policies and Procedures, plus tips on running a successful business | This will keep you Compliant | <input checked="" type="checkbox"/> |

Your initial 'Go To' is your sponsor, but if you need us to assist you:
 0330 223 1167

janice@sheersense.com
 vikkimarie@sheersense.com

ROAD TO ROYALTY

DAY'S 8-30 : QUALIFYING YOUR BUSINESS

| | | |
|---|--|-------------------------------------|
| <p>Look up Fast Start and get over £1000 of FREE products</p> <p>Click here to view Fast Start</p> | <p>Write out a plan to follow with guidance from your sponsor or SheerSense support from vikkimarie@sheersense.com janice@sheersense.com</p> | <input checked="" type="checkbox"/> |
| <p>Post regularly on social media (even if it's just a selfie saying, I'm wearing Blu-Red today, what are you wearing?)</p> <p>Consistency is key for success</p> | <p>Ask friends, family and contacts to 'like, comment, and share' for you</p> | <input checked="" type="checkbox"/> |
| <p>Join 'Buy and Sell' groups around the country</p> | <p>Like and comment on other's posts, make them feel noticed</p> | <input checked="" type="checkbox"/> |
| <p>Attend the next training by Janice on 'How To Demo'</p> | <p>Contact Janice: janice@sheersense.com</p> | <input checked="" type="checkbox"/> |
| <p>Do a Demo at someones house</p> | <p>Get them to invite some friends you don't know for some fun</p> | <input checked="" type="checkbox"/> |
| <p>Every morning wear stripes of LipSense on the back of your hand to gain attention</p> | <p>People will say, 'What's that on your hand?' Then chat about LipSense</p> | <input checked="" type="checkbox"/> |
| <p>Plan how to get a 300pv order in your first 30 days</p> | <p>This 'Qualifies' your business and gives you £240 profit</p> | <input checked="" type="checkbox"/> |
| <p>Answer all your calls or have voicemail activated</p> | <p>Call or text every number back ASAP as a customer wouldn't want to wait</p> | <input checked="" type="checkbox"/> |
| <p>Purchase public liability insurance</p> <p>Aprox £35 yr for £2m cover</p> | <p>www.liability1st.co.uk</p> | <input checked="" type="checkbox"/> |
| <p>Buy a ticket for the next SheerSense event, you'll love the Seminar and PIT Stop, plus our MUA course too. (£10 Tokens are available)</p> | <p>Ask your sponsor about the next one</p> | <input checked="" type="checkbox"/> |
| <p>Make time to talk to Vikki-Marie when she contacts you. She'll help answer all your questions</p> | | <input checked="" type="checkbox"/> |
| <p>Set up your amazing FREE website (Also called a Mini Site)</p> | <p>To set up your Mini Site, Click Here</p> | <input checked="" type="checkbox"/> |
| <p>Share your Website link with friends, family and on Social Media platforms.</p> | <p>SheerSense.com/distributor/123456 (replace the last six numbers above with your own distributor ID number)</p> | <input checked="" type="checkbox"/> |

ROAD TO ROYALTY

Recognition & Road to Royalty

At the heart of SheerSense is a culture of support and we like to recognise all your achievements, whether you have joined to build a large team and develop a significant income, or whether you have just joined for personal discount. Everyone is welcome and everyone embraced. We highlighted below significant milestones that we like to recognise, please discuss these with your sponsor and decide which level you want to aim for.

Share any of these achievements with your sponsor or support team.

| PERSONAL INFORMATION | | | |
|--------------------------------|-----------------|-----------------|-----------------|
| Your name : | | | |
| Your unique Distributor ID : | | | |
| Telephone Number : | | | |
| Sponsors Name : | | | |
| Date Joined : | | | |
| Fast Start Dates from 7 days : | 1st 30 days by: | 2nd 30 days by: | 3rd 30 days by: |

| MILESTONES FOR EVERYONE | DATE ACHIEVED | |
|---|---------------|-------------------------------------|
| Host a Demo | | <input checked="" type="checkbox"/> |
| Sold my first 'Lip Kit' or Product | | <input checked="" type="checkbox"/> |
| Sold my first item of Skincare | | <input checked="" type="checkbox"/> |
| Qualified my business with my first 300pv order | | <input checked="" type="checkbox"/> |
| Attended or organised my first SheerSense event | | <input checked="" type="checkbox"/> |
| Grown the 'Likes' on my page or grown membership of my VIP Group to 100+ | | <input checked="" type="checkbox"/> |
| Attended my first local team meeting. Ask my sponsor for details of where/when these are held | | <input checked="" type="checkbox"/> |
| Date received my first website order | | <input checked="" type="checkbox"/> |
| Participated in my first Mega-Party | | <input checked="" type="checkbox"/> |

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Ranking Table

As you grow and develop your business with SheerSense you will be recognized with different titles, as shown in the table below.

As your title develops so will your income from commissions.

All ranks require you to place a 300PV order as well in the month.

| | People on frontline placing a 300PV orders | People on 2nd line placing a 300PV order | People on 3rd line placing a 300PV order | People on 4th line placing a 300PV order | People on 5th line placing a 300PV order | Rank achieved | Crown & Bead |
|----------------------|--|--|--|--|---|---------------------|---|
| In 1 Month |  x3 | | | | | MAIDEN | |
| 1 month |  x5 | | | | | ROYAL IN WAITING | |
| 2 months in a row |  x5 | | | | | ROYAL |  |
| 2 months in a row |  x5 |  x5 | | | | LADY |  |
| 2 months in a row |  x5 |  x5 |  x5 | | | COUNTESS |  |
| 2 months in a row |  x5 |  x5 |  x5 |  x5 | | DUCHESS |  |

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| | People on frontline placing a 300PV orders | People on 2nd line placing a 300PV order | People on 3rd line placing a 300PV order | People on 4th line placing a 300PV order | People on 5th line placing a 300PV order | Rank achieved | Crown, Bead & Pins |
|--|---|---|---|---|---|-------------------|--------------------|
| 2 months in a row | x5 | x5 | x5 | x5 | x5 | PRINCESS | |
| As for Princess but also 200,000 GSV in the same seminar year | x5 | x5 | x5 | x5 | x5 | 1* PRINCESS | |
| As for Princess but also 300,000 GSV in the same seminar year | x5 | x5 | x5 | x5 | x5 | 2* PRINCESS | |
| As for Princess but also 400,000 GSV in the same seminar year | x5 | x5 | x5 | x5 | x5 | 3* PRINCESS | |
| As for Princess but also 500,000 GSV in a seminar year | x5 | x5 | x5 | x5 | x5 | CROWN PRINCESS | |

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Recognition & Road to Royalty

| MILESTONES FOR TEAM BUILDERS | DATE ACHIEVED | |
|--|---------------|-------------------------------------|
| Grown the 'Likes' on my page or membership of your VIP Group to 500+ | | <input checked="" type="checkbox"/> |
| Sponsored my first team member | | <input checked="" type="checkbox"/> |
| Joined the Make it To Maiden Facebook Group | | <input checked="" type="checkbox"/> |
| Achieved the rank of Maiden | | <input checked="" type="checkbox"/> |
| Held my own Team Meeting | | <input checked="" type="checkbox"/> |
| Advanced into the Maiden Mentoring Facebook Group | | <input checked="" type="checkbox"/> |
| Completed a Goal Map - email Janice@sheersense.com to book your coaching session | | <input checked="" type="checkbox"/> |
| Achieved the rank of Royal | | <input checked="" type="checkbox"/> |

| MILESTONES FOR ELITE BUSINESS BUILDERS | DATE ACHIEVED | |
|---|---------------|-------------------------------------|
| Grown the 'Likes' on my page or membership of your VIP Group to 1000+ | | <input checked="" type="checkbox"/> |
| Joined the Pathway to Princess Facebook Group | | <input checked="" type="checkbox"/> |
| Achieved the rank of Lady | | <input checked="" type="checkbox"/> |
| Achieved the rank of Countess | | <input checked="" type="checkbox"/> |
| Achieved the rank of Duchess | | <input checked="" type="checkbox"/> |
| Achieved the rank of Princess | | <input checked="" type="checkbox"/> |
| Won Team of the Month | | <input checked="" type="checkbox"/> |
| Had a video of mine shared to SheerTraining | | <input checked="" type="checkbox"/> |
| Been in the Monthly Top 5 for Personal PV | | <input checked="" type="checkbox"/> |
| Been in the Monthly Top 5 for 1st Line PV | | <input checked="" type="checkbox"/> |
| Been in the Monthly Top 5 for Sponsoring | | <input checked="" type="checkbox"/> |

ROAD TO ROYALTY



ABBREVIATIONS AND MEANINGS

| | |
|-----------------------|--|
| Back Office | To view all areas of your business |
| Commissions | Payments you receive monthly from your teams sales |
| Demo/Glamour Demo | Where you showcase the products to a group of invited guests/customers, either in your own home or that of your hostess |
| Discount | The % off your purchase price when you buy products from Head Office. (See page 1 of the Welcome to SheerSense Booklet for details) |
| DSG | The Distributor Support Group in Facebook |
| Downline | Your team. The distributors introduced by you, and the distributors they subsequently introduce |
| FastStart | The FREE products you can get in your first 90 days (3 x 30 days) (See page 5 of the Welcome to SheerSense Booklet for details) |
| First Line / Top Line | All the distributors you personally sponsor |
| Genealogy | Information section in the Back Office that shows you details of your sales/team sales, ranking and commissions, etc |
| Going Live | Doing a live video on your Face Book Page or Personal Timeline |
| GSV | Group Sales Volume - The total of your downline team sales added together, not including your own personal sales |
| GSVB | Group Sales Volume Bonus - part of the overall commission plan |
| Goal Mapping | A way to capture your Goals in words and pictures along with actions required to achieve them |
| Incentive | Company promotions run from time to time, usually based on sales and/or recognition |
| Kit | Products that you use as testers, that came in your initial Beauty Case or have purchased since - remember these are all tax deductible |
| Mega-Party | When a group of distributors get together via Face Book and teach all their customers about the products as well as have a party. This is another way of selling to the customers, whilst they are enjoying the entertainment and gaining knowledge about the products |

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ABBREVIATIONS AND MEANINGS

| | |
|-----------------------------------|--|
| PITStop (Princess In Training) | Company event with training on how to grow and develop your business. Usually held annually in October |
| PV (£2 = 1PV) | Points Value – value of orders purchased in one calendar month shown as points. (See page 1 of the Welcome to SheerSense Booklet for details) |
| Qualifying Order | An order you place to the value of 300PV or more |
| Rank | A title given to recognise achievement in the business, based on your team growth (Maiden, Royal, etc) |
| Seminar | A weekend of celebration to recognize achievements, plus lots of training. Usually held annually in May |
| Sentiments | Company produced newsletter |
| SheerCuriosity | A Facebook Group to give your customers the opportunity to see & learn about SheerSense |
| SheerGraphics | A File / Section in the Back Office where you can learn all about the products etc, which you can use and add your own logos to |
| SheerTraining | A File / Section in the Back Office where you can learn all about the products and SheerSense business |
| Sponsor | The person who registered you into the business and your first point of contact |
| Stripes | Lines or pictures you draw on the back of your hand using LipSense as a conversation starter for your business |
| Team of the Month (TOTM) | Glass Engraved Trophy awarded each month on a points based system |
| Tokens | Prepayment vouchers you can buy towards the cost of Company Events to make budgeting easier |
| Upline | Your sponsor and the people above her/him |
| Wowing | Showing your stripes and introducing your business – your sponsor can explain how to do this |

Your initial 'Go To' is your sponsor, but if you need us to assist you:

0330 223 1167

vikkimarie@sheersense.com

janice@sheersense.com