

Hostess Gift Program

As an Independent Beauty Consultant you are free to offer your hostess any item you feel is appropriate for her participation in your business success. When you participate in the Hostess Program, you can offer product discounts and beautiful hostess gifts (these change each quarter).

The Company offers hostess gifts for purchase on the Section 2 item list that you can give (prices vary) or you can purchase items from the Preferred Customer Program to give.

There are a lot of great programs around, here is one of the more popular ones:



\$75 for \$35

- You set a party sales goal and an attendance goal (for instance \$250 in sales with 3 guests)
- If those goals are met, your hostess can select \$75 worth of product from you and only pays \$35
- It only costs you \$37.50 for the product (50% of the cost of the wholesale \$75), and once the customer pays you \$35, your hostess “gift” only costs you \$2.50 (\$37.50 - \$35).

Whatever you decide, make sure to be wise in your spending. Most hostesses will be happy with an item from your inventory (fragrance, compact, etc.). Just work with her to decide what motivates her and then help her work to earn it.

Hostess Points

Instead of using party sales only as a hostess incentive (as above), you can choose to award points to your hostess. Here’s a sample of a point system you can adopt. The concept is simple: The hostess earns points that she can use toward products or gifts from you.

For example: Let’s say your hostess wants to get the Bella Belara™ Eau de Parfum. Since it is valued at \$34 (U.S. price), she can earn it by accumulating points. If she earns 200 points, she can choose any product in your line with a value up to \$50. So by earning 200 points, she can get the perfume since it’s within that price range. For 300 points, the product value increases and so on.

Remember, this is just an example, you determine for yourself how you’ll award points.

- **20** points for simply booking the party
- **20** points for holding the party on the scheduled date
- **75** points for sales of at least \$200
- **10** points for each \$10 increment after \$200
- **30** points for having 5 guests

- **30** points for each TimeWise® Set sold (Cleanser, Moisturizer and Foundation)
- **20** points for any guest who schedules her own party to be held within 2 weeks
- **100** points for that guest’s party holding on the original date