

How To: *Build a* new team

Recruiting in your Annique business may be a daunting task for some, but it doesn't have to be. Leslie Grobler, number 4 in the country with a turnover of R28 million+, explains how she built a new team in three months and their fantastic sales as a result.



"I have been going to Nelspruit quite often in the past six months and really wanted to establish a team in that area. I asked a friend for contacts who might be interested in joining Annique. He asked around and I recruited two people into his downline in the last two weeks of November 2019. I hosted Pamper Parties for them and they had sales of R12 000 in November.

"In December, our quietest month in many years, two more people joined the business and the four new recruits did R7 000 sales. I did training with these new Consultants in January and February. I also hosted facial Pamper Parties, a Slimming Club and a health workshop in Sabie and Nelspruit. The new Consultants started recruiting and in January there were four Consultants, February seven and in March nine.



"Sales jumped from R29 000 in January to R32 000 in February and in March, in the three weeks just before lockdown, they made sales to the value of R46 000.

The total sales between November 2019 and March 2020 was R126 000.

- There was only one week of sales in November
- December, January and February were extremely quiet months for most of us
- There were only three weeks in March before lockdown started. Ultimately, this was not the ideal time to generate a lot of sales

"The following is important to remember:

"The great sales generated by my friend's team, as well as the fact that he already was a 4 Star Consultant in March, resulted in him earning R13 787 in this short period. This includes the Fast Start and Bright Star bonuses. He did not want to be part of training or promotions, but he orders his own products of at least R800 per month and introduces me to potential Consultants."

"I added the new Consultants to a WhatsApp group and gave them training from Bloemfontein on this group and answered their queries. Three additional Consultants were recruited during lockdown. This team is growing from strength to strength."

