

"I joined Annique in 2005 because I studied beauty therapy and wanted to open a home salon in Postmasburg, but had a deep desire for a truly South African quality product suitable for all skin types that I could sell at an affordable price.

"As an Annique Consultant, I have gained independence and can now be in control of my own finances. What makes my business unique is the fact that I ensure that my customers get the best service, and I always try to have stock available. Sometimes I place a small order just to ensure my customers get their stock. I am always honest with my customers. If I know a product is going on special, I tell them. I give each customer personal attention and I am always available.



Editor's Choice

Annique's Editor's Choice is a monthly Replique article that recognises those Consultants who go above and beyond in their businesses; those who breathe new life into old practices and pursue challenges with vigour. This month we are recognising Bianca-Lee Moller, from Postmasburg, who tells us about her Annique business.

"My dream is to expand my Annique business, not just with regards to my personal sales, but building my team as well and getting more Consultants in Postmasburg. I love giving my customers personal attention. I like sitting with each customer, hearing about their skincare needs and then working out a step-by-step skincare guide for them. You get much more value out of something if you do it thoroughly.

“ My absolute favourite product is the Essense Liquid Skin Nutrition and the Resque Crème, because there is no rash, allergy or skincare emergency that these two products cannot help with. Everyone needs these products. ”

"My tip to other Consultants is not to focus on the sales, but to put your customers' interests and needs first. This is why my customers trust my judgement; they know I will recommend products that are right for them. It is important to have a good relationship with your upline; someone who believes in you, who supports you and who keeps you on your toes. My go-to person is Corne Wiid; she is always available to give advice."



Bianca-Lee won second place in the Personal Sales Award at the 2019 Première

