

Editor's CHOICE

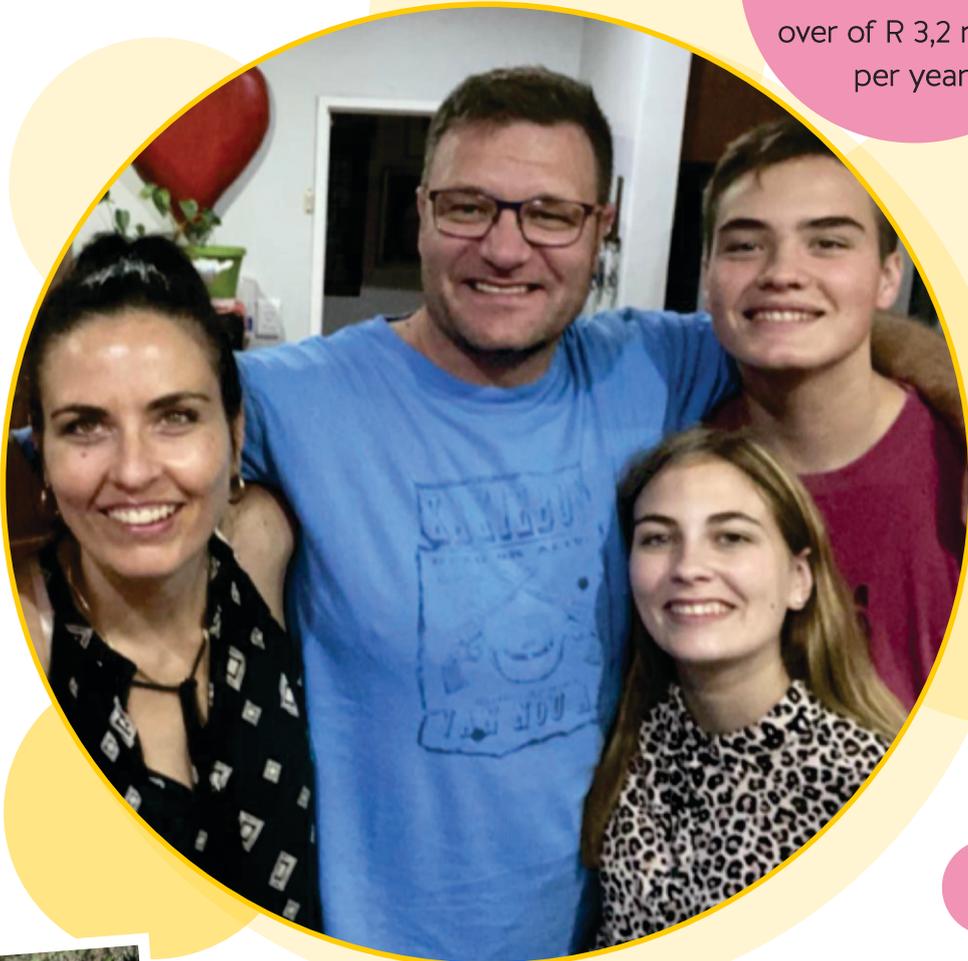
Annique's Editor's Choice is a monthly Replique article that recognises those Consultants who go above and beyond in their businesses; those who breathe new life into old practices and pursue challenges with vigour. This month we are recognising Dorette Hamming, from Bloemfontein, who tells us about how she recruits professionals into her Annique business.

"I joined Annique in September 2010 through Consultant Annemarie Cronjé. She was one of my clients in my nail salon and brought me a sample of Lucid Moisturiser for Dry Skin to try. I was hooked! I joined immediately as it was another business opportunity I could do while at my salon.

"My children were very small when I started as an Annique Consultant so I decided to start recruiting people into my Annique business to kick-start my extra savings account. As I was still running my salon full-time, I did not have a lot of time to work with my new recruits, so I focussed on recruiting people who could run their businesses. In other words, I focussed on recruiting professional entrepreneurs who already had business skills.



Dorette also has husband and wife team, Gert and Nadine de Lange, in her team. Gert is a biokineticist who built his business on Annique health products, and Nadine is a medical doctor.



Dorette qualified for three overseas incentives and has a turnover of R 3,2 million per year.

"My husband is a veterinarian and I also decided to recruit him in the Annique business as I saw the amazing potential the Resque Crème had for treating animals' wounds. He tried it on a few of the animals and the results were amazing. My husband Werner believes in keeping wounds moist, because if they get dry and crack, it enhances

the risk of infection. Rescue the wound with Resque Crème! "While my nail salon was a wonderful platform to launch my Annique business, as I could use the products on my clients, it saved me when I had to close it after three back operations. I had Annique to fall back on and I was able to make up my salary in a very short time.

"My tips to other Consultants:

- 1 Never underestimate yourself and your business. If you have any health issues and you are worried about **future income**, recruit people into your business to provide yourself with a "nest egg".
- 2 Believing in the product, **sells** the product.
- 3 Using the product will give you the **confidence in selling it!**
- 4 Work hard and have **faith!**"