

OVERSEAS *incentive*

Rewards, recognition and incentives are one of Annique's Key Drivers. Aside from the glorious Annique Première, there is another amazing highlight we look forward to each year and work hard to qualify for: the Overseas Incentive Destination. Annique hosted its first incentive trip in 1990. From then on, we visited an exotic destination each year, including the Greek Islands, Spain, Italy; luxury cruises in the Caribbean; Disney World; Alaska; Europe; Vietnam; and many more. We asked some of our top Consultants what their advice would be to Consultants who want to qualify for an overseas trip.

Are you going with us on the next great adventure?
 Contact your Sponsor or visit the Webstore to find out how you can qualify for an Overseas Incentive Destination.

Fransie du Plessis

"I started my Annique business in April 1981 – 40 years ago. Dr Theron motivated me to always achieve my goals, so I worked very hard not to disappoint her. We always worked towards wonderful rewards and in 1990 the first incentive trip to Mauritius was introduced. What an experience! I decided then and there that I never wanted to miss another trip. The biggest motivation was that my husband could join me. We visited places we could previously only dream of. We have been on 22 trips and stayed in the best hotels and luxury cruise liners. The togetherness, friendship and fun we have on the trips is motivation enough and something I will never forget."

Make the incentive trip part of your business plan. Create a vision board of your goals – in this way you will be working towards a goal each day. Many Consultants use an image of the new incentive trip as a screensaver on their laptops and cellphones; they post their goal on Facebook and Instagram. Setting goals are an important part of your business.

Fransie qualified for **22** overseas tours

Leslie Grobler

"In order to qualify for the incentive trip, you need to work with the end in mind. Set yearly, monthly, weekly targets and keep track of your progress. There are only two ways that you can grow your business: Constantly get new customers, and constantly recruit new people! The key word is: Activities! Put a tremendous effort into the beginning of the competition. Otherwise the pressure is too much during the last few months/weeks."

When you start out, reaching your goals can seem impossible. Work hard in your first year and build your foundation in the second year so that your goal is not as hard to achieve. Level 1 recruitment is of utmost importance. Help these Level 1 recruits to build their teams as this will have a snowball effect. Do recruitment drives with those team members who also want to go on the overseas incentive trip. This will help you achieve your goal faster. Activities like Pamper Parties, Online Skin Analysis Workshops, Foot Parties, WOW meetings, Health Analysis are also of utmost importance.

Leslie qualified for **20** overseas tours

Veronica Bezuidenhout

"In my opinion, a tour is made up of a hard working team and the fact that we can share experiences and have fun on our overseas trips are amazing. Chatting to and enjoying the company of the other Consultants makes it very special. Of course, getting to visit different countries, trying different food and seeing famous landmarks make it all the more worthwhile but having as many of your team members there with you would make it especially special."

The Consultants who qualify for the incentive trip are the best of the best. Networking with these top Consultants is very important. You learn a lot from each other and the lessons you learn from your fellow travellers are paramount. Everyone is eager to share and then to apply what they have learnt once they are back. The incentive trip is like the best congress you have ever attended – you have first-hand knowledge what is going on in everyone's business.

Veronica qualified for **19** overseas tours

