

ANNIQUE  
rooibos

**ABC PLAN + FAST START PROGRAMME**

1 AUGUST 2023



# AGENDA POINTS

**Price increase** : 1 August 2023

**ABC Success Plan** : New criteria – 1 August 2023

**Fast Start Programme** : GOOD NEWS changes – 1 August

**Online Shop Sales**

**Discount terminology** : DISCOUNTABLES / NON-DISCOUNTABLES / VARIABLE DISCOUNTABLES



# ABC SUCCESS PLAN – 1 AUGUST 2023

## PERSONAL SALES: DISCOUNT SLIDING SCALE

Personal Sales (RSP)	Off-Invoice Discount	Paid back monthly as Additional Discount	Income Potential
R50 000+	20%	+ 20%	R20 000+
R32 000 - R49 999	20%	+ 15%	R11 200 - R17 499
R15 000 - R31 999	20%	+ 12%	R 4 800 - R10 240
R 8 500 - R14 999	20%	+ 10%	R 2 550 - R 4 500
R 5 000 - R 8 499	20%	+ 8%	R 1 400 - R 2 380
R 3 500 - R 4 999	20%	+ 5%	R 875 - R 1 250
R 1 500 - R 3 499	20%	+ 2.5%	R 337 - R 787
R 0 - R 1 499	20%		R 0 - R 300

Personal Sales: Off-Invoice discount and Additional Discount are paid on Discountable Items.

## ANNIQUE rooibos ABC Success Plan



**1 August 2023-31 July 2024**

The amazing Annique Bounty Compensation Success Plan (ABC Success Plan) helps you make your goals and dreams come true and offers you 13 different ways

to earn money!

Personal Sales (RSP) Requirement for monthly Additional Discount	<R 1 000	R 1 000	R 1 000	R 1 000	R 1 000	R 1 000	R 1 000	R 1 000	R 1 000	R 1 000	R 1 000
<b>Active Legs</b>			1	2	3	4	5	6	7	9	10
<b>Paid-As Title Leg Requirements</b>			1 x C	2 x C	2 x C 1 x S1	2 x C 1 x S1 1 x S2	1 x C 2 x S1 2 x S2	3 x AC 2 x S2 1 x M	5 x AC 1 x S4 1 x M	4 x C 4 x M 1 x D	5 x C 3 x M 2 x D
<b>Group Sales (RSP)</b>			R 8 000	R 15 000	R 32 000	R 48 000	R 60 000*	R 60 000*	R 60 000*	R 60 000*	R 60 000*
<b>Team Building Discount: Level 1 (TB1)</b>		3.0%	5.0%	5.0%	5.5%	6.0%	6.0%	6.0%	6.0%	6.0%	6.0%
<b>Team Building Discount: Level 2 (TB2)</b>		2.0%	3.0%	4.0%	4.5%	5.0%	5.0%	5.0%	5.0%	5.0%	5.0%
<b>Group Discount (Manager or above)</b>							2.0%	2.0%	2.0%	2.0%	2.0%
<b>Generation 1 Discount</b>							2.0%	3.0%	3.0%	3.0%	3.0%
<b>Generation 2 Discount</b>								1.0%	1.5%	2.0%	2.5%
<b>Bright Star Reward (S2, S3, S4 - For the Consultant who personally qualify*)</b>				R 550	R 1 100	R 1 100					
<b>Bright Star Matching Reward (For the Sponsor of the Consultant who personally qualify*)</b>				R 275	R 550	R 550					
<b>Manager Promotion Reward (For the Consultant who personally qualify for Manager*)</b>							R 2 200				
<b>Manager Development Reward (For the Sponsor of the Manager who qualify*)</b>							R 1 100				
<b>Downline Qualification Sales **</b>										R 320 000**	R 975 000**

\* R = RSP = Retail Sales Price = Selling price of an item  
 • Discountables = Off-Invoice Discount and Additional Discount will be received on these items  
 • Non-discountables = No Off-Invoice or Additional Discount will be received on these items - Business tools etc.  
 • Active leg = R1 000 over a 3 month period

\* Refer to the ABC Plan Training Manual for the rules  
 \*\* Title requirement is limited to a maximum of 50% per leg.  
 Version 1: Effective 1 August 2023 to 31 July 2024





# WHAT WILL CHANGE? ABC SUCCESS PLAN

Personal Sales Sliding Scale : More Levels = 7 in total

Start earning from R 1 500 : Earn 2.5% extra

PERSONAL SALES: DISCOUNT SLIDING SCALE

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R 5 000 - R 8 499	20%	+ 8%	R 1 400 - R 2 380
R 3 500 - R 4 999	20%	+ 5%	R 875 - R 1 250
R 1 500 - R 3 499	20%	+ 2.5%	R 337 - R 787
R 0 - R 1 499	20%		R 0 - R 300



# WHAT WILL CHANGE? ONLINE SHOP SALES

## What is Online Shop Sales?

Each Annique Consultant has a personalised link that you can share with your customers. They may order via the link on the Annique Online Shop and sales will count towards your Personal Sales.

## 2022/23 criteria for Online Shop Sales :

A consultant received an Annique voucher according to the Online Shop Sliding Scale of the Rand Sales Value of the order. This will not be applicable anymore in 2023/24.

## 2023/24 NEW criteria for Online Shop Sales :

A consultant will now earn the Additional Personal Sales Sliding Scale discount according to the qualifying level (2.5% - 20%) on Personal Sales. The upline consultants will also receive Team Building, Group and Generation discounts, according to the Additional Discount Qualification criteria.

PERSONAL SALES: DISCOUNT SLIDING SCALE

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R 1 500 - R 3 499	20%	+	R 337 - R 787
R 0 - R 1 499	20%		R 0 - R 300





# DEFINITIONS?

## **Discountable products**

You get 20% off-invoice on these products

## **Non-discountable products**

No off-invoice discount on specific products like Starter Packs / Beautès / Replique's / Samples etc

## **Variable discountable products **NEW from 1 August****

Home Office will identify products from time to time and give a 5 / 8 / 10% discount. Can be promotional items. Will earn additional discount according to the Personal Sales Sliding Scale.





# PERSONAL SALES SLIDING SCALE (EXAMPLE OF CALCULATIONS = R 5 500 SALES)

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R 0 - R 1 499	20%		R 0 - R 300



# 2022/2023 VS 2023/2024

Example of Calculations on a R 5 500 total						
	Discountable Products	Variable discount products	Non-discountables	Shop Sales	R-amount	
Total Sales	R3 000	R1 000	R500	R1 000	R5 500	
Total Sales for Sliding Scale					R5 000	
<b>Off-invoice</b>	20%	5/8/10%	NO	NO		
* On what amount	R3 000				R600	(20% off invoice)
* On what amount		R1 000			R80	(8% off invoice)
<b>Sliding Scale</b>	YES	YES	NO	YES		
* What Sliding Scale amount	R 5 000 - R 8 499 (8%)	R 1 000 counts towards level	Do not count towards level	R 5 000 - R 8 499 (8%)		
* On what amount	R3 000	NO	NO	YES	R240	8% on R 3 000
				R1 000	R80	8% on R 1 000
* What percentage additional discount	8%	NO	NO	8%		
* Level of Sliding Scale	YES	YES	NO	YES		
<b>Sponsor Additional Discount</b>						
* TB 1	YES	YES	NO	YES		
* TB 2	YES	YES	NO	YES		
* Group	YES	YES	NO	YES		
* Generation	YES	YES	NO	YES		
* On what amount	R3 000	R1 000	NO	R1 000		
Count towards :						
* Downline Sales	YES	YES	YES	YES		







# WHAT WILL CHANGE? ABC SUCCESS PLAN

- Additional Discount Qualified amount for your Personal Sales to earn on your team :
  - 2022/2023 - R 900
  - 2023/2024 – R 1 000
- Additional Discount Qualified amount to earn Sliding Scale on your Online Shop Sales your own Personal Sales must be R 1 000.

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1 August 2023- 31 July 2024

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Group Discount (Manager or above)							2.0%	2.0%	2.0%	2.0%	2.0%
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# RULE TO BE ADDITIONAL DISCOUNT QUALIFIED TO EARN ON YOUR TEAM

**Personal Sales = R 1 000 RSP**

- Include**
- Discountable products
  - Non-discountable products
  - Variable discountable products

- Exclude**
- Online Shop Sales

VDS Statement will show Variable discountable products

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# WHAT WILL CHANGE? ABC SUCCESS PLAN

Group Sales RSP for titles :

S1 = R 8 000 / S2 = R 15 000 / S3 = R 32 000 / S4 = R 48 000 / Manager = R 60 000

Bright Star Reward : R 550 / R 1 100

Bright Star Matching Reward : R 275 / R 550

Manager Promotion Reward : R 2 200

Manager Development Reward : R 1 100

Downline Qualification Sales

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# ADDITIONAL DISCOUNT EARNINGS ON TEAM SALES – INCLUDING / EXCLUDING

**Team Building 1 / 2 : Group : Generation**

You earn on the Personal Sales of your downline

## **Including in the earnings**

- Discountable
- Variable discountables
- Online Shop Sales

## **Excluding in the earnings**

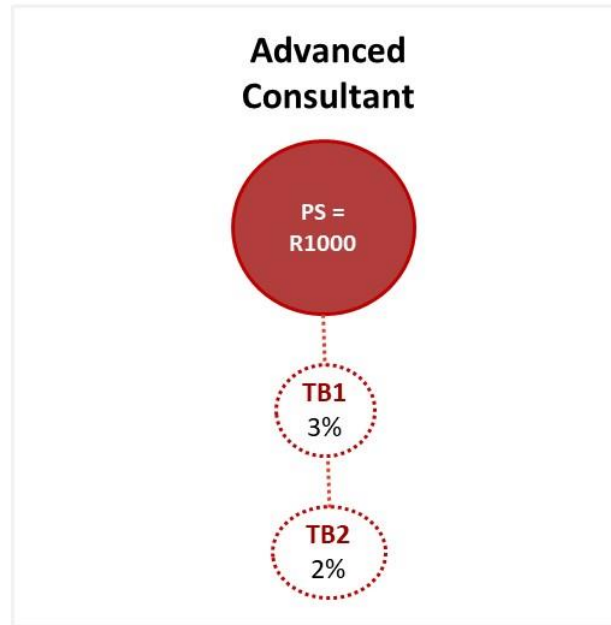
- Non-discountables





# EARNINGS STRUCTURE

## ABC Titles



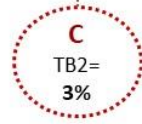
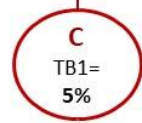


# POTENTIAL EARNINGS

## 1-Star Consultant



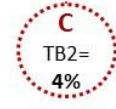
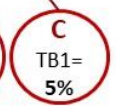
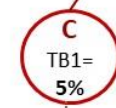
GS = R8 000



## 2-Star Consultant



GS = R15 000



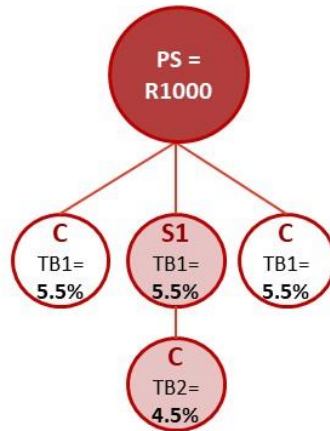


# POTENTIAL EARNINGS

## 3-Star Consultant



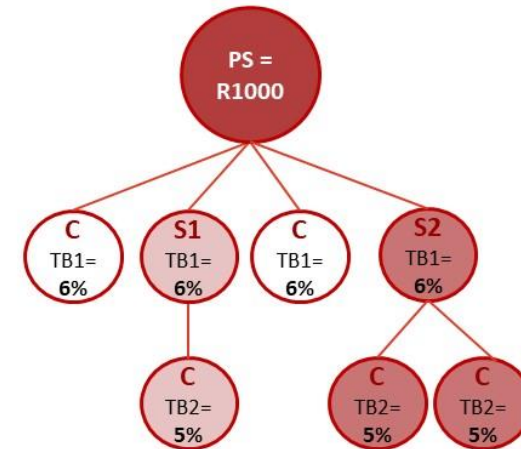
GS = R32 000



## 4-Star Consultant

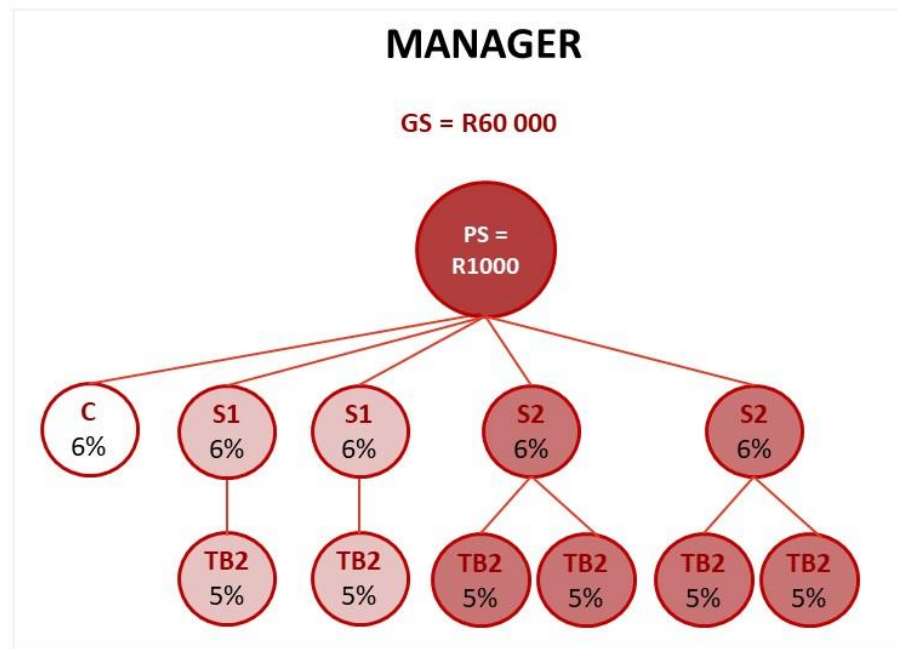


GS = R48 000





# POTENTIAL EARNINGS



Group Discount = 2% (Manager or above)

**Generation 1 = 2 %**







# WHAT IS THE FAST START PROGRAMME?

**A Rewards Programme for new consultants and sponsors**





# THE FAST START PROGRAMME

## FAST START Rewards Programme – JUST for YOU!

At Annique Rooibos, we know that the more products you have on hand to sample, the more you can sell. That is why we reward new consultants and their Sponsors with FREE product rewards or cash.

- You can:**
- Kickstart your journey with Annique Rooibos and get rewarded for each milestone achieved over your first seven months in the business!
  - Start doing any Sales activity like a Pamper Party, Mini Pamper + Foot Party, Tea Tastings etc. to get immediate sales.
  - Make product samples and offer them to friends, family and colleagues or at exhibitions and markets etc. to get potential customers to experience our products.
  - Use the products yourself and create your own testimonial about the results. Testimonials sell!
- We take your hand, mentor, train and walk the road with you to become a successful Annique Rooibos Consultant.**

**JOIN today and start earning an immediate 20% discount on Personal Sales plus additional discount on Personal Sales according to a sliding scale as well as your team sales AND get rewarded with lots of extra gifts!**

**START 7**

Opportunities to start your Annique journey

- Once off opportunity to buy any or all of the STARTER PACKS at a HUGE discount
- OR
- Buy any discountable products (excluding the Starter Packs) and activate your membership number

**Calendar MONTH 1-4**

Receive a gift with your order!

For EVERY ORDER placed above R500

Order value before discount on all products\*

Order value	Gift	Valued at
R500	• Rooibos & Ginger Tea 50g	R65
R1 000	• Rooibos Skin Moisturiser 50ml	R179
R1 500	• Miracle Tissue Oil Body Wash 400ml	R229
R2 000	• Essense Sensi Crème 50ml	R299
R2 500	• Resque Mist 100ml	R359
R 3 000	• Essense Miracle Tissue Oil 125ml	R559

**Calendar MONTH 5**

Total of R4 500 accumulative sales in Month 5

GIFT VALUE R800 Choose your own products

Sponsor CASH Reward R250

If your new Consultant achieves his/her target.

**Calendar MONTH 6**

Total of R4 500 accumulative sales in Month 6

Total sales of Months 5 + 6 should be R9 000 to qualify for gift

GIFT VALUE R1 600 Choose your own products

Sponsor CASH Reward R500

If your new Consultant achieves his/her target.

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**Calendar MONTH 7**

Total of R4 500 accumulative sales in Month 7

Total sales of Months 5, 6 + 7 should be R13 500 to qualify for gift

GIFT VALUE R2 300 Choose your own products

Sponsor CASH Reward R700

If your new Consultant achieves his/her target.

**Easily achieve** the targets above by doing a few or all of the following activities:

- Pamper Parties
- Mini Pamper & Foot Spa Parties
- Hand Facials
- Choose your colour foundation party
- Wellness Days
- Host a Slimming Club for your clients
- Tea Tastings
- Marketing to a business
- Perfume Sales
- Exhibitions
- Social Media Marketing
- Personal sales to friends, family & colleagues

\* Values are in rand and subject to change. Ts & Cs – all sales above for the order value and months sales include all products (non-, variable and discountable products)





# OBJECTIVE OF THE FAST START PROGRAMME?

- Kickstart the new consultant Rooibos journey and get rewarded from day 1 of first order placed?
- Earn an income immediately and faster
- Fast Start Reward with products :
  - Use them yourself
  - Use your own testimonials to sell
  - Sample the products
    - Sell to customers / consultants to experience the products
    - Upsell to customers
    - Give to your consultants at Team meetings to experience
  - Sell the products in your Starter Packs
  - Use the products to train your team

# TIME PERIOD OF PROGRAMME?

**Month 1 to 7 of a new consultant's career**

Note: Calendar months (Example: 1 – 31 July)

First order place = First month of career

Subject to the same cut-off dates as per the monthly communication



# WHAT WILL CHANGE? FAST START PROGRAMME

**Month 1 – 4 : Gifts of the orders / The value of order stayed the same**

**Months 5 – 7 : Total accumulative sales R 4 500 / R 9 000 / R 13 500**

**Months 5 – 7 : Gifts consultants receive : Value has increased : R 800 / R 1 600 / R 2 300 – Fast Start Reward**

**Cash reward for sponsors increased : R 250 / R 500 / R 700**

**All products : Discountable, non & variable discountables count - Month 1 - 7**

**Online Shop Sales count for Month 5 – 7 sales : If your customer order on the Online Shop you or the customer will not receive the Order Value Gift (Ginger Tea, Rooibos Skin Moisturiser etc.)**

**NEW Starter Packs – 5 in total : FOCUS = Skin Care**



# THE FAST START PROGRAMME

## FAST START Rewards Programme – JUST for YOU!

At Annique Rooibos, we know that the more products you have on hand to sample, the more you can sell. That is why we reward new consultants and their Sponsors with FREE product rewards or cash.

- You can:**
- Kickstart your journey with Annique Rooibos and get rewarded for each milestone achieved over your first seven months in the business!
  - Start doing any Sales activity like a Pamper Party, Mini Pamper + Foot Party, Tea Tastings etc. to get immediate sales.
  - Make product samples and offer them to friends, family and colleagues or at exhibitions and markets etc. to get potential customers to experience our products.
  - Use the products yourself and create your own testimonial about the results. Testimonials sell!
- We take your hand, mentor, train and walk the road with you to become a successful Annique Rooibos Consultant.**

**JOIN today and start earning an immediate 20% discount on Personal Sales plus additional discount on Personal Sales according to a sliding scale as well as your team sales AND get rewarded with lots of extra gifts!**

**START 7**

Opportunities to start your Annique journey

- Once off opportunity to buy any or all of the STARTER PACKS at a HUGE discount
- OR
- Buy any discountable products (excluding the Starter Packs) and activate your membership number

**Calendar MONTH 1-4**

Receive a gift with your order!

For EVERY ORDER placed above R500

Order value before discount on all products\*

Order value	Gift	Valued at
R500	• Rooibos & Ginger Tea 50g	R65
R1 000	• Rooibos Skin Moisturiser 50ml	R179
R1 500	• Miracle Tissue Oil Body Wash 400ml	R229
R2 000	• Essense Sensi Crème 50ml	R299
R2 500	• Resque Mist 100ml	R359
R 3 000	• Essense Miracle Tissue Oil 125ml	R559

**Calendar MONTH 5**

Total of R4 500 accumulative sales in Month 5

GIFT VALUE R800 Choose your own products

Sponsor CASH Reward R250

If your new Consultant achieves his/her target.

**Calendar MONTH 6**

Total of R4 500 accumulative sales in Month 6

Total sales of Months 5 + 6 should be R9 000 to qualify for gift

GIFT VALUE R1 600 Choose your own products

Sponsor CASH Reward R500

If your new Consultant achieves his/her target.

**ANNIQUE rooibos**  
1 August 2023 - 31 July 2024

**Calendar MONTH 7**

Total of R4 500 accumulative sales in Month 7

Total sales of Months 5, 6 + 7 should be R13 500 to qualify for gift

GIFT VALUE R2 300 Choose your own products

Sponsor CASH Reward R700

If your new Consultant achieves his/her target.

- Easily achieve the targets above by doing a few or all of the following activities:**
- Pamper Parties
  - Mini Pamper & Foot Spa Parties
  - Hand Facials
  - Choose your colour foundation party
  - Wellness Days
  - Host a Slimming Club for your clients
  - Tea Tastings
  - Marketing to a business
  - Perfume Sales
  - Exhibitions
  - Social Media Marketing
  - Personal sales to friends, family & colleagues

\* Values are in rand and subject to change. Ts & Cs – all sales above for the order value and months sales include all products (non-, variable and discountable products)





# STARTER PACKS OFFER

- For new consultants
- One Starter Pack of each option
  - 1x Basic Rooibos Skin Care (4 products)
  - 1x Resque & Miracle Tissue Oil (Foot Party) (5 products)
  - 1x Essense Skin Care (Hand Pamper) (5 products)
  - 1x Skin Care (Pamper Party) (8 products)
  - 1x Mega (Pamper Party) (9 products)
- Not compulsory
- Can buy all 5 starter packs (1 of each) OR just one of the 5 or 2/3/4
- Only available to buy with your **FIRST** order
- Newly registered consultants have 3 MONTHS to place first order
  - Home Office will clear system
  - Register again – old/new sponsor





# STARTER PACKS

**1 Basic Rooibos Skin Care Starter Pack**

- Rooibos Skin Night Cream 50ml
- Rooibos Skin Moisturiser 50ml
- Rooibos Skin Facial Cleansing Soap Bar 75g
- Green Rooibos Tea 50g

R239  
SAVE R289  
Value R528  
SCFTK0004

**2 Resque & Miracle Tissue Oil (Foot Party) Starter Pack**

- Resque ZeroAche+ 75ml
- Resque Mist 100ml
- Miracle Tissue Oil Body Butter 250ml
- Miracle Tissue Oil Body Wash 400ml
- Green Rooibos Tea 50g

R499  
SAVE R772  
Value R1271  
BCFTK0003

**3 Essense Skin Care (Hand Party) Starter Pack**

- Essense Miracle Rooibos Tissue Oil 125ml
- Essense Crème Exfoliator 50ml
- Essense Moisture Masque 50ml
- Essense Sensi Crème 50ml
- Green Rooibos Tea 50g

R599  
SAVE R932  
Value R1531  
SCFTK0005

**4 Skin Care (Pamper Party) Starter Pack**

- Lucid Cleanser 150ml
- Lucid Freshener 100ml
- Essense Crème Exfoliator 50ml
- Essense Moisture Masque 50ml
- Essense Sensi Crème 50ml
- Essense Liquid Skin Nutrition 100ml
- Essense Miracle Rooibos Tissue Oil 125ml
- Green Rooibos Tea 50g

R999  
SAVE R1549  
Value R2548  
SCFTK0006

**5 Mega (Pamper Party) Starter Pack**

- FY Revitalising Cream 50ml
- Lucid Cleanser 150ml
- Lucid Freshener 100ml
- Essense Crème Exfoliator 50ml
- Essense Moisture Masque 50ml
- Essense Sensi Crème 50ml
- Essense Liquid Skin Nutrition 100ml
- Essense Miracle Rooibos Tissue Oil 125ml
- Green Rooibos Tea 50g

R1299  
SAVE R2108  
Value R3407  
SCFTK0007

Opportunity  
to purchase  
with 1<sup>st</sup> order

5 Starter  
Packs  
to choose  
from!





# 1

## Basic Rooibos Skin Care Starter Pack

- Rooibos Skin Night Cream 50ml
- Rooibos Skin Moisturiser 50ml
- Rooibos Skin Facial Cleansing Soap Bar 75g
- Green Rooibos Tea 50g

**R239**

**SAVE R289**

Value R528

**SCFTK0004**



2

## Resque & Miracle Tissue Oil (Foot Party) Starter Pack

- Resque ZeroAche+ 75ml
- Resque Mist 100ml
- Miracle Tissue Oil Body Butter 250ml
- Miracle Tissue Oil Body Wash 400ml
- Green Rooibos Tea 50g

**R499**  
**SAVE R772**  
Value R1271  
**BCFTK0003**



3

## Essense Skin Care (Hand Party) Starter Pack

- Essense Miracle Rooibos Tissue Oil 125ml
- Essense Crème Exfoliator 50ml
- Essense Moisture Masque 50ml
- Essense Sensi Crème 50ml
- Green Rooibos Tea 50g

**R599**  
**SAVE R932**  
Value R1531  
**SCFTK0005**



# 4

## Skin Care (Pamper Party) Starter Pack

- Lucid Cleanser 150ml
- Lucid Freshener 100ml
- Essense Crème Exfoliator 50ml
- Essense Moisture Masque 50ml
- Essense Sensi Crème 50ml
- Essense Liquid Skin Nutrition 100ml
- Essense Miracle Rooibos Tissue Oil 125ml
- Green Rooibos Tea 50g

R999

SAVE R1549

Value R2548

SCFTK0006



5

## Mega (Pamper Party) Starter Pack

- FY Revitalising Cream 50ml
- Lucid Cleanser 150ml
- Lucid Freshener 100ml
- Essense Crème Exfoliator 50ml
- Essense Moisture Masque 50ml
- Essense Sensi Crème 50ml
- Essense Liquid Skin Nutrition 100ml
- Essense Miracle Rooibos Tissue Oil 125ml
- Green Rooibos Tea 50g

**R1299**  
**SAVE R2108**  
Value R3407  
**SCFTK0007**





# STARTER PACKS

**1 Basic Rooibos Skin Care Starter Pack**

- Rooibos Skin Night Cream 50ml
- Rooibos Skin Moisturiser 50ml
- Rooibos Skin Facial Cleansing Soap, Bar 75g
- Green Rooibos Tea 50g

**R239**  
SAVE R289  
Value R528  
SCFTK0004



**2 Resque & Miracle Tissue Oil (Foot Party) Starter Pack**

- Resque ZeroAche+ 75ml
- Resque Mist 100ml
- Miracle Tissue Oil Body Butter 250ml
- Miracle Tissue Oil Body Wash 400ml
- Green Rooibos Tea 50g

**R499**  
SAVE R772  
Value R1271  
BCFTK0003



**3 Essense Skin Care (Hand Party) Starter Pack**

- Essense Miracle Rooibos Tissue Oil 125ml
- Essense Crème Exfoliator 50ml
- Essense Moisture Masque 50ml
- Essense Sensi Crème 50ml
- Green Rooibos Tea 50g

**R599**  
SAVE R932  
Value R1531  
SCFTK0005



**4 Skin Care (Pamper Party) Starter Pack**

- Lucid Cleanser 150ml
- Lucid Freshener 100ml
- Essense Crème Exfoliator 50ml
- Essense Moisture Masque 50ml
- Essense Sensi Crème 50ml
- Essense Liquid Skin Nutrition 100ml
- Essense Miracle Rooibos Tissue Oil 125ml
- Green Rooibos Tea 50g

**R999**  
SAVE R1549  
Value R2548  
SCFTK0006



**5 Mega (Pamper Party) Starter Pack**

- FY Revitalising Cream 50ml
- Lucid Cleanser 150ml
- Lucid Freshener 100ml
- Essense Crème Exfoliator 50ml
- Essense Moisture Masque 50ml
- Essense Sensi Crème 50ml
- Essense Liquid Skin Nutrition 100ml
- Essense Miracle Rooibos Tissue Oil 125ml
- Green Rooibos Tea 50g

**R1299**  
SAVE R2108  
Value R3407  
SCFTK0007



## Buy all 5 Starter Packs

**Value: R9 285**  
**Pay: R3 635**

**EARN: R5 650**

## Investment to start your own business!





# STARTER PACKS QUESTIONS

**If my first order contains a Starter Pack plus normal products, will I qualify for a gift according to the order value?**

**No**

**If my first order only contains Starter Packs, will I qualify for a gift according to the order value?**

**No**





# STARTER PACKS QUESTIONS

**If my first order is a normal order, can I order the Starter Pack(s) with my second order?**

**No, you can only order Starter Packs with your first order**

**Can I order any of the Starter Packs later, one in July, one in August etc?**

**No, you can only order it with your first order**

**If my order is only a normal order without any Starter Packs, will I qualify for a gift according to the order value?**

**YES!**





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- Kickstart your journey with Annique Rooibos and get rewarded for each milestone achieved over your first seven months in the business!
- Start doing any Sales activity like a Pamper Party, Mini Pamper + Foot Party, Tea Tastings etc. to get immediate sales.
- Make product samples and offer them to friends, family and colleagues or at exhibitions and markets etc. to get potential customers to experience our products.
- Use the products yourself and create your own testimonial about the results. Testimonials sell!

We take your hand, mentor, train and walk the road with you to become a successful Annique Rooibos Consultant.

JOIN today and start earning an immediate 20% discount on Personal Sales plus additional discount on Personal Sales according to a sliding scale as well as your team sales AND get rewarded with lots of extra gifts!

**START**

**7**

Opportunities to start your Annique journey

- Once off opportunity to buy any or all of the STARTER PACKS at a HUGE discount
- OR
- Buy any discountable products (excluding the Starter Packs) and activate your membership number



Calendar MONTH 1 – 4



Receive a gift with your order!



For EVERY ORDER placed above R500

Order value before discount on all products\*

Gift

Valued at

R500	• Rooibos & Ginger Tea 50g	R65
R1 000	• Rooibos Skin Moisturiser 50ml	R179
R1 500	• Miracle Tissue Oil Body Wash 400ml	R229
R2 000	• Essense Sensi Crème 50ml	R299
R2 500	• Resque Mist 100ml	R359
R 3 000	• Essense Miracle Tissue Oil 125ml	R559

Calendar MONTH 5

Total of R4 500 accumulative sales in Month 5



GIFT VALUE R800 Choose your own products

Sponsor CASH Reward R250



If your new Consultant achieves his/her target.

Calendar MONTH 6

Total of R4 500 accumulative sales in Month 6

Total sales of Months 5 + 6 should be R9 000 to qualify for gift



GIFT VALUE R1 600 Choose your own products

Sponsor CASH Reward R500



If your new Consultant achieves his/her target.

Calendar MONTH 7

Total of R4 500 accumulative sales in Month 7

Total sales of Months 5, 6 + 7 should be R13 500 to qualify for gift



GIFT VALUE R2 300 Choose your own products

Sponsor CASH Reward R700



If your new Consultant achieves his/her target.

ANNIQUE rooibos

1 August 2023 - 31 July 2024

Easily achieve

the targets above by doing a few or all of the following activities:

Pamper Parties



Mini Pamper & Foot Spa Parties

Hand Facials



Choose your colour foundation party

Wellness Days



Host a Slimming Club for your clients

Tea Tastings



Marketing to a business



Perfume Sales



Exhibitions

Social Media Marketing



Personal sales to friends, family & colleagues



# FAST START JOURNEY

## Registration of new consultant

Month 1 = The month the 1<sup>st</sup> order is placed

### Example 1

Register -> 27 July  
1<sup>st</sup> Order invoice -> 1 August

Month 1 - August  
Month 2 - September  
Month 3 - October

### Example 2

Register -> 27 July  
1<sup>st</sup> Order invoice -> 28 July

Month 1 - July  
Month 2 - August  
Month 3 - September



# MONTHS 1 - 4

Qualify for a gift with each order

**GOOD NEWS!**

Gift will be in your parcel together with all other products

before discount on all products*	Gift	Valued at
R500	• Rooibos & Ginger Tea 50g	R65
R1 000	• Rooibos Skin Moisturiser 50ml	R179
R1 500	• Miracle Tissue Oil Body Wash 400ml	R229
R2 000	• Essense Sensi Crème 50ml	R299
R2 500	• Resque Mist 100ml	R359
R 3 000	• Essense Miracle Tissue Oil 125ml	R559

**Order value:**

Include

Discountable, Non & variable discountables

- Before 20% off-invoice discount





# FAST START PROGRAMME

## MONTH 1 - 4

### FREE GIFTS PER ORDER



**R 500 Order**  
Rooibos & Ginger Tea 50g  
Valued at R65



**R 1 000 Order**  
Rooibos Skin Moisturiser 50ml  
Valued at R179



**R 1 500 Order**  
Miracle Tissue Oil Body Wash 400ml  
Valued at R229



**R 2 000 Order**  
Essence Sensi Crème  
Valued at R299



**R 2 500 Order**  
Resque Mist 100ml  
Valued at R359



**R 3 000 Order**  
Essence Miracle Tissue Oil 125ml  
Valued at R559



# MONTHS 1 – 4 QUESTIONS

**Can I qualify for more than one gift in month 1-4?**

**Yes, with every order above R500 you qualify for a gift. 1 Gift per order.**

## **How?**

**Each order value has a gift, for example:**

- |                  |              |   |
|------------------|--------------|---|
| <b>10 August</b> | <b>-&gt;</b> | <b>Order value = R500<br/>Gift = Ginger Tea (R65)</b>                                       |
| <b>13 August</b> | <b>-&gt;</b> | <b>Order value = R500<br/>Gift = Ginger Tea (R65)<br/>* Will receive a Ginger Tea again</b> |
| <b>15 August</b> | <b>-&gt;</b> | <b>Order value = R1 000<br/>Gift = Rooibos Skin Moisturiser (R179)</b>                      |
| <b>25 August</b> | <b>-&gt;</b> | <b>Order value = R2 500<br/>Gift = Resque Mist (R359)</b>                                   |





# FAST START MONTHS 5 - 7

- Accumulative Orders
- Online Shop Sales included
- Non-Discountables included
- Variable Discountables Included

## FAST START REWARDS :

- Choose your own Products
- Specials included

**MONTH 5**  
R4 500 Personal Sales

**MONTH 6**  
R4 500 Personal Sales

**MONTH 7**  
R4 500 Personal Sales

**MONTH 5**  
**Consultant** Fast Start  
Reward  
= R800  
**Sponsor = R250**

**MONTH 6**  
**Consultant** Fast Start  
Reward  
= R1600  
**Sponsor = R500**

**MONTH 7**  
**Consultant** Fast Start  
Reward  
= R2300  
**Sponsor = R700**

- Month 5 = Total Sales of month 5 should be R4500 to qualify for Fast Start Reward of R800
- Month 6 = Total Sales of month 5 and 6 together (accumulative) should be R9000 to qualify for Fast Start Reward of R1600
- Month 7 = Total Sales of month 5,6 and 7 together (accumulative) should be R13 500 to qualify for the Fast Start Reward of R2300
- Sponsor must be Additional Discount Qualified (R1 000 Personal Sales) to qualify to earn the Sponsor Cash Rewards



# MONTHS 5 - 7

## Calendar month 5 6 7

Accumulative orders

Sales = R4 500

- Includes Online Shop sales
- Includes non & variable discountables

Fast Start Reward = R800 R1 600 R 2 300

- Choose your own Annique products
- Specials included

Sponsor of Consultant reaching R4 500  
R250 cash R500 cash R700 cash

- Paid into bank account on 20<sup>th</sup> of next month with Additional Discounts
- Sponsor must be Additional Discount Qualified (R1000 Personal Sales) to qualify to earn the Sponsor Cash Rewards





# MONTHS 5 – 7 QUESTIONS

**If I achieve R9 000+ sales in month 5, will I only qualify for the R800 gift?**

**No, you will qualify for month 5 & 6's gift = R800 + R1 600 gift**

**If I achieve R4 500 in month 5, R0 sales in month 6, can I still work for month 7 gift?**

**YES! Only month 7 gift – Your accumulative sales for Month 5, 6 and 7 must be R 13 500 – GIFT R 2 300**







# MONTHS 5 – 7 QUESTIONS

**If I do R0 sales in month 5, R0 sales in month 6, can I still work for the gift in month 7?**

**YES! Only month 7 gift – Total sales must be R 13 500 in Month 7**

**If I do R0 sales in month 5 and R0 in month 6 and R13 500 in month 7, can I qualify for month 5/6 gift?**

**No, you can only qualify for the R2 300 gift of month 7**





# MONTHS 5 – 7 QUESTIONS

**Do I receive months 5-7's gift with the order I place automatically?**

**No, you need to choose your own products for months 5-7. You can claim them with your normal order by using the Fast Start Reward amount of the gift you qualified for..  
(Distribution costs as per normal rules.)  
Your reward will only be available the day after you qualify.**

**When does month 5 of the programme start?**

**1<sup>st</sup> Calendar day of month 5**





# MONTHS 5 – 7 QUESTIONS

**If I reach all 3 months' target of R13 500 in month 5, can I still work for month 6 and 7?**

**No, you have qualified for all 3 gifts. You are now finished with your Fast Start journey**

**When must I claim my Fast Start Reward?**

**Within 90 Days after you qualified**





# MONTHS 5 – 7 QUESTIONS

**If I am a sponsor of a new consultant, when do I receive my cash reward?**

- 1<sup>st</sup> : Sponsors need to be Additional Discount Qualified (R1000 Personal Sales)**
- 2<sup>nd</sup> : On the 20<sup>th</sup> of the next month**





# MONTHS 5 - 7

## Example:

Month	5 – Scenario 1	5 – Scenario 2	5 – Scenario 3	5 – Scenario 4
Sales	R3 500	R4 500+	R9 000+	R13 500+
Gifts	No gift	R 800 (Fast Start Reward)	R 800 + R1 600 Fast Start Reward	R 800 + R1 600 + R2 300 gift
Notes	The gifts from month 5 does not work on order value. Must be <b>R4 500+</b> accumulative orders.	You did your <b>R4 500+</b> accumulative orders. CONGRATULATIONS! You have qualified	Month 5 + 6 target can be reached in one month	Month 5 + 6 + 7 target can be reached in one month. You are now finished with the programme





# EXAMPLE OF FAST START : GIFTS - MONTH 5 - 7

Month 5	Month 6	Month 7
	R 800 Fast Start Reward	R 1 600 Fast Start Reward
Accumulative orders : Value = R 4 500		
<b><i>Gift</i></b>	<b>To qualify for Month 6 gift :</b>	<b>To qualify for Month 7 gift :</b>
R 800 Annique products of your choice	Order must be R 4 500 + R 800 (if you use the Fast Start Reward) = R 5 300 TOTAL	Order must be R 4 500 + R 1 600 (if you use the Fast Start Reward) = R 6 100 TOTAL
	Only then you can qualify for the R 1 600 Reward for Month 6.	Only then you can qualify for the R 2 300 gift as method of payment





# DISTRIBUTION COSTS

**DISTRIBUTION COSTS** : South Africa = R 72 (Courier)

**DISTRIBUTION COSTS** : South Africa = R 60 (PostNet / Skynet – PEP Stores)

**DISTRIBUTION COSTS** : Namibia (Windhoek) = R 53 (Courier)

**DISTRIBUTION COSTS** : Namibia (Outside Windhoek) = R 115 (Courier)

**Orders of R6 000+ will qualify for free delivery**



# COMMUNICATION TO FIELD – A-NEWS

- \* **Price List – Effective 1 August 2023**
- \* **ABC Plan - GRID**
- \* **Fast Start Programme : Road Map + Starter Packs + T's & C's**
- \* **The Power Point**
- \* **The link of the training of today**