

# Your Sales PLAN

Complete the steps of the Sales Plan to earn over \$500 in free Norwex products AND up to \$700 in your pocket! Help your friends and family create safe havens in their homes by sharing Norwex products.

## FreshSTART Rewards Sales Plan

<p><b>STEP 1</b> <b>15 Day</b> Sales Goal Due Date: _____</p> <p>Wondering where to start? See the back page for our three easy ways to achieve your 15 Day Sales Goal right away!</p>	<p>Submit \$400 in Subtotal A Sales in your first 15 days and receive approximately \$135 in free product!</p> 	<ul style="list-style-type: none"> <li>• Spirinett (pack of 2)</li> <li>• Bathroom Scrub Mitt</li> <li>• Veggie &amp; Fruit Scrub Cloth</li> <li>• Timeless Natural Hand Cleaner</li> <li>• Ultra Power Plus™ Laundry Detergent, 500 g</li> <li>• Scrubby Corner Cloth</li> <li>• Dusting Mitt</li> <li>• EnviroCloth®</li> <li>• SpiriSponge (pack of 2)</li> </ul>
<p><b>STEP 2</b> <b>30 Day</b> Sales Goal Due Date: _____</p> <p>That's just 2 – 3 average parties! <b>Hint:</b> It's a good idea to Host 2 Launch Parties to ensure everyone can attend, so you'll meet your 30 Day Sales Goal just by launching your business!*</p>	<p>Submit \$1000 in Subtotal A Sales in your first 30 days and receive approximately \$188 in free product!</p> 	<ul style="list-style-type: none"> <li>• Window Cloth</li> <li>• Kitchen Cloth &amp; Towel</li> <li>• All-Purpose Kitchen Cloth</li> <li>• Bottle Brush with EnviroSleeve</li> <li>• Mighty Mesh Pot Scrubber</li> <li>• Cleaning Paste</li> <li>• Kitchen Scrub Cloth</li> <li>• Dish Cloth</li> <li>• Tile Mop Pad, large</li> </ul>
<p><b>STEP 3</b> <b>60 Day</b> Sales Goal Due Date: _____</p> <p>Use the Booking Seeds and your Power Statement in your New Consultant Guide to help you book a few more parties!</p>	<p>Submit \$2000 in Subtotal A Sales in your first 60 days and receive approximately \$240 in free product!</p> 	<ul style="list-style-type: none"> <li>• Hair Turban</li> <li>• Hand &amp; Bath Towel</li> <li>• Bath Mat</li> <li>• Timeless Relaxation Rescue Gel</li> <li>• Optic Scarf</li> <li>• Reusable Produce Bags</li> <li>• Makeup Removal Cloth Set (set of 3)</li> <li>• Body Pack (set of 3)</li> <li>• Stainless Steel Drinking Straws</li> </ul>

\*Based on average party sales of \$500.  
Products are subject to substitution at the discretion of Norwex.



**WATCH THE VIDEO:** Visit the **Consultant Office > Welcome New Consultants** to watch the FreshSTART video. Then mark your FreshSTART due dates in your calendar, and track your progress online on the Consultant Office.



# Your Recruiting PLAN

**Complete the steps of the Recruiting plan to earn Norwex branded business items to support your new business.** Carry them with pride and show others how they can use the Norwex Opportunity to achieve the life of their dreams.

## FreshSTART Rewards Recruiting Plan

<p><b>STEP 1</b> <b>45 Day</b> Recruiting Goal Due Date: _____</p>	<p>Recruit 1 new Consultant in your first 45 days and receive a custom Norwex Demo Bag.**</p> 	<p>Whom do you know that could use some extra spending money or who wants to make a difference?</p>
<p><b>STEP 2</b> <b>60 Day</b> Recruiting Goal Due Date: _____</p>	<p>Have 2 new Consultants recruited in your first 60 days and receive a Norwex Mop Bag.**</p> 	<p>The experience of building a business is better with friends. Build your team and support system by sharing the Norwex Opportunity with your contacts.</p>
<p><b>STEP 3</b> <b>90 Day</b> Recruiting Goal Due Date: _____</p>	<p>Recruit a total of 3 new Consultants in your first 90 days and receive a custom Norwex Carry-On Bag** and the opportunity to promote to Team Coordinator!†</p> 	<p>Be sure your “party talk” has some Recruiting Seeds! You’ll find a few in your New Consultant Guide to help get you started.</p>

\*\*For a new recruit to count toward this incentive, their Sales Consultant Application & Agreement and \$250 in Subtotal A Sales must be received in the Home Office in the month they join.

†Please refer to the Success Builder brochure for complete Team Coordinator requirements.

**WANT TO EARN A \$150 SHOPPING SPREE?** Norwex rewards our Recruiters too. When you recruit a new Consultant who then completes their Step 1 Sales Goal, you’ll earn a \$150 Shopping Spree!

# WONDERING Where To Start?

Focus on your very first FreshSTART goal – \$400 in sales in your first 15 days.

You can easily achieve your first goal and earn your first reward by submitting \$400 in orders in your first 15 days. We've got three ideas to help you. Just think, you might be able to submit \$400 before your Launch Party. You then are almost half way to achieving your second goal and second reward!

## THREE EASY WAYS TO ACHIEVE YOUR 15 DAY SALES GOAL RIGHT AWAY!

1. Collect \$400 in sales from long-distance family and friends who can't attend your local Launch Party. You can even combine orders and receive the host rewards!
2. Get your feet wet with booking a few personal appointments with good friends. These "one on one" visits can be really helpful to building your confidence! It's great practice and informal. Do a "personal demo" for them in exchange for orders. And of course, they won't want to miss your Launch Party - the official kick off to your business.
3. Announce your business on Social Media, and build excitement by sharing your favourite products. For example: *I am so excited to announce that I am launching my new business with Norwex. I will be helping create safe havens with amazing products that allow you to clean your home with just water, saving you time and money while keeping your family safe from harmful chemicals! Check out my personal website to see all that we have to offer including, my favourite, (insert your favourite product).*



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