



These are the  
**GOALS + ACTION STEPS**  
that will guide you to the level of  
BeautiControl Director.

The “specifics” on volume requirements and other details can be found on line at [www.beautinet.com](http://www.beautinet.com). While it **is** important for you to understand the BeautiControl Freedom Plan, experience has shown that you can know the details of the career plan backwards and forwards and still not achieve your goals ... **if** you don't do the activities that will get you there!

Month 1



ACHIEVE VIP STATUS

### 1. 6-8 PERSONAL SPAS PER MONTH ARE ESSENTIAL.

- The Directors offer team systems & training to help you with this.
- There is also online support from BC available at [www.beautinet.com](http://www.beautinet.com)
- We also have many great tools on our National Team Website at [www.spadivateam.com](http://www.spadivateam.com)
- These can be in home spas, office spas, or school spas! When someone doesn't want to hold a spa, try to encourage them to schedule a private SKIN S.P.A. appointment at your home or theirs and encourage them to invite a friend or two. Never turn down the opportunity to get in front of people, even if it's just one. 😊

### 2. ADD 3 OR MORE PERSONAL RECRUITS TO YOUR TEAM

- These can be “Save Money Spa Girls” OR “Make Money Spa Girls”. Sometimes family & friends make the perfect “three” to help you reach this goal.
- You can also bring three guests with you to BeautiU...if they sign up that day (and you reach your team & personal volume requirements) you could actually leave BeautiU as a brand new VIP plus your new consultants will also be “certified” and will not have to re-attend BeautiU to receive their free product package!

- You will maximize your time & effort if you focus on recruiting at your spas...however, this doesn't mean that you can't recruit outside of the spa. Think of your mouth as your office...always keep it open! 😊

### 3. MEET MONTHLY VOLUME REQUIREMENTS

- Team Sales Volume/\$1,000 or more in Team Sales
- Personal Sales Volume Requirement/\$500 or more in Personal Sales

**\*\*\*\*For commissions to be paid *at any career level*, you must do a minimum of \$500 in personal retail sales. If you choose to do the \$1,000 in sales all by yourself to meet your VIP goal, that is fine, but AT LEAST \$500 of it **MUST** be yours!\*\*\*\***

Month 2



ACHIEVE SR VIP STATUS

#### 1. 6-8 PERSONAL SPAS

The amount of “booked” spas always needs to be greater than the ones you actually want to hold. For example...if you want to hold 8 Spas a month, you should probably book 10-12. It's always better to be overbooked than under-booked. We can teach you how to handle too many spas on your calendar...we can't help you if you don't have enough. 😊 Also, the number of spas you actually schedule for yourself each month depends on how fast you want to get there...the more spas you have, the faster you get there!

#### 2. ADD 3 OR MORE PERSONAL RECRUITS TO YOUR TEAM

#### 3. MEET MONTHLY VOLUME REQUIREMENTS

- Team Sales Volume Requirement/\$3,000 or more in Team Sales
- Personal Sales Volume Requirement/\$500 or more in Personal Sales

**\*\*\*\*For commissions to be paid *at any career level*, you must do a minimum of \$500 in personal retail sales. If you choose to do the \$3,000 in sales all by yourself to meet your SVIP goal, that is fine, but AT LEAST \$500 of it **MUST** be yours! Our recommendation is that you introduce your new recruits to our team systems, spa rewards, BeautiU, how to sell to friends & family, etc so that you are not carrying the team volume requirement all on your own.\*\*\*\***

#### 4. SCHEDULE YOUR NEW RECRUITS FOR BEAUTIU

## 5. SPECIFIC WAYS TO REACH YOUR TEAM VOLUME

- Place your \$500 Order **AND....**
- Coach Your Consultants to Place Orders at BeautiU (This could give you \$1,000 to \$3,000 or more in additional team volume depending on the size of their orders.) Don't assume that your new consultant will not want to take advantage of these phenomenal one time offers. You would be amazed at how many consultants complain about not knowing about the opportunities before attending that day. There is a huge difference in "pressuring" someone and "informing" someone.
- AND....
- Set a goal to recruit at least 3 qualified Recruits a month.
  - ◆ You can use your party sales to qualify your hostess or another guest from the spa.
  - ◆ You can also give your new consultant a G.O. SPA pack to take orders from her friends. (Helpful tip...give her samples to hand out or let her borrow your favorite full size product to share! BC has the G.O. SPA Packs available to purchase.) AND...
  - ◆ Always explain the ordering opportunity to **every new consultant**. Some will qualify on their own because of your passion & their desire to join your team. Again...you need to share the ordering opportunities with them and then let them make an informed decision. One of the greatest dangers in our business is "pre-judging" what people will and will not do. This statement applies to "Save Money" consultants as well.

## 6. EXPLAIN WEEKLY TEAM SYSTEMS & SPA REWARDS TO NEW RECRUITS.

Month 3



ACHIEVE EVIP STATUS

1. 6-8 PERSONAL SPAS ARE ESSENTIAL
2. RECRUIT 3 OR MORE QUALIFIED CONSULTANTS
3. HELP 1 CONSULTANT ON YOUR TEAM ACHIEVE VIP STATUS

4. **DO AS MANY G.O. SPAS (Welcome Spas) AS POSSIBLE TO HELP BRING NEW CONSULTANTS IN FOR THE TEAM AS WELL AS GETTING THE NEW CONSULTANT QUALIFIED.**
5. **MEET MONTHLY VOLUME REQUIREMENTS**
  - ◆ Team Sales Volume Requirements/\$5,000 or more in Team Sales. This is your “minimum” requirement...one thing to always keep in mind is that “Dreams are not built on minimums!” If you will do the right activity, the volume will come.
  - ◆ Personal Sales Volume Requirements/\$500 or more in Personal Sales
6. **SCHEDULE YOUR NEW RECRUITS FOR BEAUTIU**
7. **LOOK BACK AT “Specific Ways to Reach Your Team Volume” from Month 2**

Month 4



**BUILDING, BUILDING,  
BUILDING!!!**

1. **6-8 PERSONAL SPAS** (*As mentioned before, you want to have “cushion” in your spa schedule by “overbooking”*)
2. **RECRUIT 3 OR MORE QUALIFIED CONSULTANTS** (Obviously more is better! 😊)
3. **HELP 2 MORE CONSULTANTS ON YOUR TEAM REACH VIP STATUS**
4. **CONTINUE TO HOLD G.O. SPAS FOR NEW CONSULTANTS**
5. **KEEP ENCOURAGING WEEKLY TEAM SYSTEMS & SPA REWARDS FOR YOUR ELIGIBLE NEW CONSULTANTS**
6. **“RECOMMENDED” MONTHLY VOLUME REQUIREMENTS FOR THIS MONTH OF “BUILDING”!**
  - ◆ Team Sales Volume Requirements/\$9,000 or more in Team Sales
  - ◆ Personal Sales Volume Requirement/\$500 or more in Personal Sales
7. **SCHEDULE YOUR NEW RECRUITS FOR BEAUTIU**

Month 5



## 1<sup>st</sup> QUALIFYING MONTH AS DIRECTOR

1. **6-8 PERSONAL SPAS** During these last two months of qualification, the more spas you can hold, the better off you will be.
2. **RECRUIT 3 OR MORE QUALIFIED CONSULTANTS** (Obviously more is better! 😊)
3. **HOLD AS MANY G.O. SPAS AS POSSIBLE FOR NEW CONSULTANTS**
4. **KEEP ENCOURAGING WEEKLY TEAM SYSTEMS & SPA REWARDS FOR YOUR ELIGIBLE NEW CONSULTANTS**
5. **“RECOMMENDED” MONTHLY VOLUME REQUIREMENTS FOR THIS 1ST MONTH OF QUALIFICATION**
  - Team Sales Volume Requirements/\$12,000 or more in Team Sales
  - Personal Sales Volume Requirement/\$500 or more in Personal Sales
6. **SCHEDULE YOUR NEW RECRUITS FOR BEAUTIU**

Month 6



## 2<sup>nd</sup> QUALIFYING MONTH AS DIRECTOR

1. **REPEAT THE SAME REQUIREMENTS AS ABOVE**
2. **KEEP RECRUITING & BUILDING VIP'S**