

Scentricity

Training Your New Consultant

*Session 2
Let's Party!*

Updated Nov 2009

Session 2 Objective

The objective of the second session is to introduce the new consultant to hosting a variety of parties, including their own launch party, the Scentsy Compensation Plan, and reviewing the Top 15 Scentsy policies.

As the trainer you will want to be sure that you have reviewed the material that you will be covering in this session in the New Consultant Start-up Guide (NCSG); pages 10-12, 19-23, 30-31.

Scentsy

Begin by welcoming the new consultant to the training, give them an idea of what will be covered in this session of the training.



Revisit Session 1

Session 1 covered a lot of information, begin session 2 by following-up with answers to questions that have come up as the new consultant studied the information given in the first session.

Remember, both you and the consultant had some homework from session 1, revisit the homework:

- Did you find the answers to the lingering questions?
- List of 100
- Has the start-up kit arrived?

List of 100, Launch Party

There is a great benefit in the new consultant hosting a launch party. The new consultant's List of 100 and the launch party checklist from Business Builders are key components of a successful launch party.

If the new consultant has not already watched the Scentsy "It's A Party!" DVD, encourage them to do so. The DVD is a wonderful resource.

The DVD will arrive in the New Consultant Start-up Kit, but if theirs hasn't arrived yet lend them yours.

*** You can order the DVD through Business Supplies ***

List of 100, Launch Party

Train the new consultant that hosting their own launch party is much more beneficial than using someone else's party as their launch party...

It's important to teach that hosting your own party and working at a hosted party are two different experiences; hosting your own party you understand how to coach your future hostesses.

Types of Parties

Review Successful Parties on pages 10-11 in the NCSG

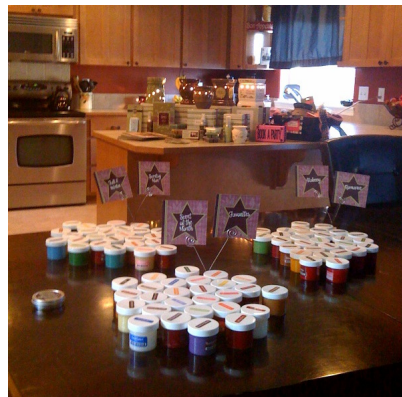
- Home party - presentation style
- Home party - open-house style
- Basket party
- Outside orders

Confirm the new consultant's launch party

Preparing the Presentation

Train the new consultant on how to create a pleasing presentation that is simple and easy to set-up.

**Presentation
is important!**



Hostess Resources and Rewards

Take an opportunity to review the Hostess Packets and Hostess Rewards structure on page 12.

As the trainer review the list of items/resources that might be included in a great hostess packet, also on page 12.

Hostess Resources and Rewards

You may use the Booking Rewards document under FAQ in the Business Builders section of the workstation.

Also show them the Subscriptions section on page 13.

- Scent of the Month
- Scent and Warmer of the Month
- Replicated web site

Introduction to Scentsy Compensation Plan

The next few slides introduce the Scentsy Compensation plan, a detailed topic, but an important one...

Anticipate lots of questions and you'll have to come back a few times.

Compensation Plan

Definitions

- **Level:** How people are arranged in relation to you
(Refers to all people in your down line)
- **Rank:** Level of pay in any given month
(monthly pay is determined by qualifications met in a calendar month)
- **Title:** Highest rank achieved

Compensation Plan

Definitions

- Active: \$150 in PRV each month
- Frontline: Someone you personally sponsor
- Group: Everyone in your down line

Compensation Plan

Definitions:

- PRV: Personal Retail Volume - Sales not including tax/shipping for which you are paid commission
- PWV: Personal Wholesale Volume
= $PRV \times .75$

Compensation Plan

Definitions:

- GWV: Group Wholesale Volume - Sum of all PRV's in group
- TWV: Team Wholesale Volume - Sum of all PRV's in a team

Compensation Plan

Essential = 20% for first \$999.99 in PRV

Certified = 25% for PRV

Note: if you sell \$1,000 in your first calendar month you are paid as a Certified, i.e. 25%

Lead = 25% on PRV + 2% PWV + 2% on frontline Certified and Essential

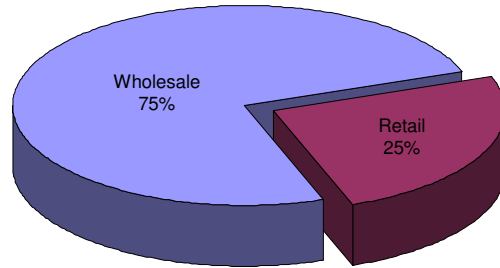
	Personal Retail Volume (PRV)	Group Wholesale Volume (GWV)	Team Wholesale Volume (TWV)	Active Frontline Consultants/Directors
	RANK	RESPONSIBILITIES		
Lead Consultant	500*	1000	N/A	1
Certified Consultant	1000**	N/A	N/A	N/A
Essential Consultant	N/A	N/A	N/A	N/A

Excerpt of Scentsy Compensation Plan. Full Compensation Plan can be found at www.scentsy.net.

Compensation Plan

If I have \$500 RV
What's my WV?
 $WV = .75 \times RV$
 $WV = \$375$

If I have \$750 WV
What's my RV?
 $RV = WV / .75$
 $RV = \$1,000$



Scentsy Policies

As the trainer, review pages 30-31 of NCSG, familiarize yourself so that you can answer questions that may arise.

Top 15 Policies New Consultants Need to Know

1. New consultants must enroll in Scentsy under their intended sponsor. If you are placed under the wrong Sponsor, you have 10 business days from your enrollment date to work with Scentsy to get it resolved, after which no sponsorship changes will be allowed (section 7.4.2).
2. As a new Consultant you have the right to receive assistance and training from your Sponsor and from your upline. When you become a Sponsor, you similarly have an obligation to provide those you sponsor with training and support (section 5.3)
3. When you join Scentsy you become an independent contractor. You are not purchasing a franchise, are not a partner or employee of Scentsy (section 4.1), and you are solely responsible for paying local, state and federal taxes on the income you generate (section 4.3).
4. To remain active as a Scentsy consultant, you must sell \$150 PRSV in any of the past three months (section 13.2).
5. When marketing your Scentsy business, your efforts must promote the good reputation of the Scentsy brand and you must avoid discourteous, deceptive, misleading or unethical practices (section 6.2).



Wrapping up Session 2

Again, you've covered a lot of material, let's wrap up...

New Consultant needs to:

- Assemble 5 hostess packets (as soon as New Consultant Start-up Kit arrives)
- Finalize launch party and set goal to schedule 4 more
 - Use the List of 100 or your launch party to schedule the 4 additional parties

Wrapping up Session 2

Again, you've covered a lot of material, let's wrap up...

- Encourage the new consultant to keep working on their List of 100
- Review Compensation Plan
- Re-read Policies and Procedures

Encourage the new consultant to continue to list questions to ask for your next visit

Wrapping up Session 2

Close your training session by setting a date for your next session. There's still lots to cover so it should be within the next couple days

Make your final comments motivational, leave on an encouraging note.

After Session 2

As the trainer you have a little homework...

- You may need to research to provide answers to questions that were asked during the second session
- Prepare materials you need for session 3
- Consider if there are materials or products you want to bring to session 3 to display or demonstrate

What's next?

*Continue building
the foundation of new consultant success
with*

*New Consultant Training - Session 3
Success is on the horizon*