

## Active Status and your Earned Discount Privilege

This reminder can help you:

- Keep your Active Status current
- Keep your business on the cutting edge
- Take advantage of your current Earned Discount Privilege

Retail: What the Customer pays (full suggested price)

Wholesale: What the Consultant pays (discounted)

Earned Discount Privilege works this way: You receive a 50% discount on any Section 1 wholesale order when you order a minimum \$225 wholesale (\$450 retail). You will continue to receive a 50% discount on any Section 1 product order (regardless of size) as long as you remain Active.

### Active status:

The month you place a minimum \$225 wholesale order (\$450 retail) and the two following calendar months you are considered “Active.” In other words, you are considered Active the month you place a minimum \$225 wholesale order and two following calendar months. As long as you remain Active you receive your Earned Discount Privilege and 50% discount buying power! The \$225 wholesale minimum may be accrued cumulative during any single month period. That month would be your NEW first month of Active Status and you would have two further months of Active status available after that month.

### ACTIVE/INACTIVE EXAMPLES

Jan	Feb	Mar	Apr	May
\$0 INACTIVE	\$225 wholesale ACTIVE MO 1	\$0 ACTIVE MO 2	\$0 ACTIVE MO 3	\$0 INACTIVE
\$225 wholesale ACTIVE MO 1	\$225 wholesale ACTIVE MO 1	\$0 ACTIVE MO 2	\$0 ACTIVE MO 3	\$0 INACTIVE
\$225 wholesale ACTIVE MO 1	\$0 ACTIVE MO 2	\$80, \$145 wholesale ACTIVE MO 1	\$180 ACTIVE MO 2	\$225 wholesale ACTIVE MO 1



Inactive Status: If you have not placed a minimum \$225 wholesale order by the first day of the third month, you are considered “Inactive.” In that case, in order to receive a 50% discount on your next order and reinstate your Earned Discount Privilege, your next order total would need to be a minimum \$225 wholesale order once you are ready to order again.

How far away from the minimum \$225 w/s are you? Always reach for at least \$225 cumulative in a month! So often Consultants place \$150 or \$180 in wholesale orders during the month... when only a few dollars more in wholesale would have made that month their first month of Active status again.

Try to avoid smaller orders! Did you realize that when you place a \$35 wholesale order, you lose much of your sales commission in shipping costs? That is another great reason for holding a good inventory, so that you will only need to place one order a month to restock what you have sold during the month instead of placing small “emergency” orders.

## Always Active!

Make that a standard in your career. In fact, strive to always be a Star Consultant!

Never Think Minimums: If you are moving up the Career path, NEVER think minimums! You can do so much more than minimum! “Minimum” in the dictionary is defined as the lowest point allowable. Always think in terms of your highest potential. “Potential” in the dictionary is defined as having possibility, capability, and power!

