



Partner for Profits Program High Profit and Low Overhead - a perfect combination!

While SeneGence offers the unique opportunity for Distributors to sell products at tradeshows, conventions and non-chain retail establishments, the cost of doing business in these types of venues has associated overhead. Many SeneGence Distributors have found that by using the Partner for Profits Program with their customers and taking advantage of low-over head venues and relationships their client base has already established in their communities, places of business, or charitable organizations, they have a captive audience ready to sell to with little, if any overhead costs. Any expenses associated with tradeshows, conventions and rent of a retail establishment can easily be reduced and put into this more cost effective way of doing business.

How do you Partner for Profit? Creativity is the name of game!

*Do you live near a church, community center, or
school?*

- Contact the coordinator of the event and fundraising activities for these organizations and let them know you would be happy to be a vendor participant in their next fundraising effort. Communicate to them you would be willing to set up a booth to showcase SeneGence products and services and donate a percentage of your sales to their organization (5% to 10% of your PROFIT, minus the cost of supplies and samples, of course).
- You might want to offer a gift basket of SeneGence products for them to use in a silent auction or raffle. The cost of this can be written off your taxes and is less than a booth fee at a trade show. Make sure to include in the basket your contact information, a Beauty Book and gift certificate to be used on a future purchase.
- Have a business card drawing for a FREE SeneBlend makeover and product gift! (Gloss is PERFECT for this!) Make up a sign and put out a fish bowl. Those who drop business cards need not be present to win. However, to claim their FREE Gloss they do need to set up an appointment for the SeneBlend consultation. Spouses and partners can drop cards for their significant other to win, as well. Don't limit just to women!

Do you know women who work regular Jobs?

How about using their circle of influence for a Partner for Profit Opportunity?

- Any customers in your customer base who have other full-time employment are PERFECT for a partner for profit event. These are the folks who love the products but don't have the "time" to host a traditional Demonstration. Have them hold a catalog party for you!
- Give them a supply of Beauty Books, Customer Purchase Receipts, samples of MakeSense Foundations, Gloss Samples, Bath Salts Samples etc., and your business cards. Then let them know you'll give them a percentage of their total sales toward their next purchase of products from you. A good guideline for this is:
 - A:** For sales from \$100.00 to \$500.00, your catalog party Partner for Profit hostess may earn up to 10% off their next product purchase.
 - B:** For sales ranging from \$501.00 to \$750.00, your catalog party Partner for Profit hostess may earn 15% off their next product purchase.
 - C:** For sales from \$751.00 to \$1000.00, your catalog party Partner for Profit hostess may earn a 25% discount on their next product purchase.
 - D:** For sales of \$1001.00 or more, their discount could be 30%.
 - E:** Should your Catalog Party Partner for Profit Hostess book any product demonstrations for you, and the appointments hold, offer an additional 5% product discount on top of what she already earned.

Put together Partner Profit Packs (3P Promotion): Retail-valued between \$300.00 & \$500.00

Ask your best customers to present the Partner Profits Pack (3P Promotion) to their friends, family, and associates. Tell them you'll split the PROFIT of the sale with them. When you purchase your products at a 50% discount, you still make a profit without the overhead of booths and tradeshow registration. This is a great way to see which customers are your best bets to present the SeneGence career opportunity!

What have you done for me lately? Partner for Profit Opportunities:

Email your customer base and request they refer at least one friend, family, member or associate that they feel may be interested in SeneGence products or services, and you'll put their name in a drawing for a free product gift valued at \$50.00 (the cost of a LipSense Collection).

Re-assure your customers that you only want phone numbers so that you may personally contact these people and speak with them about SeneGence products. Should their referral purchase products, book a demo or become a Distributor, they will earn the same product discounts as listed above.

Once you speak with these new referrals, request their names and email addresses and include them in your SeneService data base in order to receive monthly emails from "you" as provided by the company (see SeneService program for details).

Your best customers and prospective Distributors come from your current customer base and those they refer. Use this to your advantage, with a minimal investment on your part.

While trade shows and conventions are approved venues in which to distribute products, they are costly, hard to follow up on, and not conducive to relationship building - a key factor in building a successful Downline organization and SeneGence Distributorship. You also have to sell a lot more product just to cover expenses of booth fees, travel, hotel, insurance, etc. Partner for Profit opportunities are abundant in your community and in your customer base. Use them to your benefit and build a successful business in your own backyard.

SeneSuccess Meeting Agenda

- Greeting and Introductions
- Recognition:
 1. Sales Countdown
 2. Sponsoring Countdown
 3. Road to Royalty
 4. New Royal Achievement
 5. Guest Invitation Recognition
 6. SeneSales
- Glamour Makeover with SeneBlends
- Choose a look or technique from the SeneBlends Beauty Guide, available for purchase in your Back Office, to discuss or demonstrate.

- What are your sponsoring goals this week? (Set goals with attendees. Who has a hot prospective Distributor lead?) Use Partner for Profits ideas for new prospective Distributor leads.
- Company announcements from Sentiments

Training: Partner for Profits:

1. Review the Partner for Profits information with group.
2. Hand out the SeneGence Hostess and Customer Appreciation program that is available for download in your Distributor back office.
3. Have everyone in the room make a list of the churches, community centers, professional organizations and charitable organizations they will contact in their area for Partner for Profits opportunities. Have them set a goal.
4. For the Distributor in attendance with the longest list, give them a Glamour Demo Hostess Pak as a prize.
5. For the Distributor with the best follow up for the upcoming week and the one who sets up the most Partner for Profits events, give them a 25 pack of Beauty Books as a prize.