

Keep track of your **Active Status** and your **Earned Discount Privilege**

This reminder can help you:

- Keep your Active Status current. A1, A2, A3
- Keep your business on the cutting edge.
- Take advantage of your current Earned Discount Privilege by ordering any last-minute products.

Definitions:

- **Retail:** What the Customer pays (full suggested price).
- **Wholesale:** What the Consultant pays (discounted).
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Earned Discount Privilege works this way:

You receive a 50% discount on any Section 1 wholesale order when you order a minimum \$200 wholesale (\$400 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 \$200 wholesale order (\$400 retail) and the two following calendar months you are considered "Active." In other words, you are considered Active **the month you place a minimum \$200 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 \$200 wholesale minimum may be accrued **cumulative** during any single month period. For example, should you already be Active and take advantage of your Earned Discount Privilege and place *two* \$100 wholesale orders during a single month period, that would equal \$200 wholesale cumulative during that 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.

Inactive Status: If you have not placed a minimum \$200 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 would need to be a minimum \$200 wholesale order once you are ready to order again.

How far away from the minimum \$200 w/s are you? Always reach for *at least* \$200 cumulative in a month! So often I see a Consultant 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.

THINGS TO REMEMBER:

Always Active! Throughout my career I have always maintained Active status. I have never been In-Active. Make that a standard in your career. In fact, I have made it a practice to always be a Star Consultant, nothing less!

Never Think Minimums: If you are moving up the Career Ladder, **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!

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