

# Sales Aid Bonus Points

Sales Aid Bonus Points help you receive printed sales aids free!

The Sales Aids Bonus Points program is intended to help cover the costs of printed sales aids, such as catalogs and flyers.

You can earn Sales Aid Bonus Points when you submit a party\* or non-party order of \$250 or more in retail sales. These Bonus Points are applied automatically toward the next Consultant order you place that includes sales aids. Here's how:

## **Orders of \$250–\$999 in retail sales**

For party\* or non-party orders with \$250 or more in retail sales, you'll receive ½ cent in Bonus Points for each \$1 in retail sales.

- For example, with a \$400 party, receive \$2 in bonus points ( $\$400 \times .005 = \$2$ )

The next time you submit a Consultant order—on a party\* or non-party order—that includes sales aids, Bonus Points are applied automatically.

- Bonus Points act as a credit toward your Consultant cost.
- Redeemed Bonus Points show on your Year End Summary as a discount to Consultant Cost.
- Bonus Points applied will display on Party Summary page
- Bonus Points expire when a Consultant becomes “inactive closed”

## **\$1,000 party = second tier for Bonus Points**

With a party\* or non-party order over \$1,000 in retail sales, you receive an extra 10% in Bonus Points on the amount over \$1,000!

For example, when you submit a party\* or non-party order of \$1,200:

- Because retail value of the order is over \$250, you receive ½ cent in Bonus Points per \$1 retail
  - $\$1,200$  party retail = \$6 in Bonus Points ( $\$1,200 \times .005 = \$6$ )
- Since the order is over \$1,000, you also receive \$20 in extra Bonus Points.
  - $\$1,200 - \$1,000 = \$200$ . Then,  $\$200 \times 10\% = \$20$

A total of \$26 Bonus Points will be applied the next time you place a Consultant order on a party\* or non-party order with sales aids! And, if your sales aids Bonus Points exceed your cost of the order, you'll receive the extra as a payment!

\* Direct Ship orders (orders sent directly to a customer rather than with the rest of the party order) do not count toward the total party sales used to qualify for the Sales Aids Bonus Points. They also are excluded from the total party sales amount used to calculate the Sales Aids Bonus Points.