

KNOW *your opportunity*

YOUR *opportunity vs. others*

	NOUVEAU	REALTOR	SALES REP	OWNER	EMPLOYEE
Unprecedented Product Line	•				
Control of Income	•	•	•	•	
Control of Work Hours	•	•		•	
Recognition	•		•		
On-Going Support/Training	•	•	•		
Low Start-up Costs	•		•		•
Low Overhead Expenses	•		•		•
No Employees	•	•	•		•
No Inventory	•	•	•		•
No Rent	•	•	•		•
No Licenses/Contracts	•				•
No Sales Quotas	•	•			•
No Territories or Boundaries	•				
No Cap on Income	•	•	•	•	
Paid to Help Others Succeed	•			•	
Tax Benefits	•	•	•	•	
Fully Mobile	•				
Work at Will	•	•		•	
Play at Will	•	•		•	

YOUR *dollars per hour calculation*

Average commission per sale (Retail Customers/Preferred Customers/Sponsorship)	\$45.00
Closing ratio	50%
Average commission after closing %	\$22.50
Average minutes per presentation	45
Dollar-per-hour before costs	\$30.00
Average cost per presentation	\$0.50
Average hourly rate	\$29.50

3 hours/day = \$88.50/day
 5 days/week = \$442.50/week
 4 weeks/month = \$1,770.00
 12 months/year = \$21,240.00

8 hours/day = \$236.00/day
 5 days/week = \$1,180.00/week
 4 weeks/month = \$4,720.00/month
 12 months/year = \$56,640.00/year

[Click Here for Detailed Pay Plan](#)

Examples shown above are strictly for illustration purposes. Actual earnings will be dependent upon effort put forth and time spent on business building activities by each individual independent consultant.

NOUVEAU COSMECEUTICALS

SHARE *your opportunity*

FIND *your prospect*

Find people you respect in your community and tell them you are looking for a person with the following qualities for your business. Let them know that you are an Independent Consultant with a Cosmeceutical company that is expanding its presence in the U.S. market. You are looking for a person who has the following traits:

*Self Starter**Visionary**Selector of good people**Desire to lead, motivate and teach others** Good Communicator**Makes things happen**Risk taker**High level of energy**Sense of humor**Strategic thinker **High level of integrity**Confident**Trusting**Committed**Takes responsibility**Intelligent**Likeable**Independent and entrepreneurial spirited**Passionate**Fearless**Dedicated**Persistent*

3 – WAY *your prospect*

Using 3-way calling, have your prospect listen to a brief overview from Ace on Nouveau's Business Opportunity. Dial **1-800-361-7719**

Step 1 – dialing in: "Hi Jan, I know that we are both very busy, and I would like to 3 – way you on a 2 minute overview with Nouveau's Founder and CEO. It will give you a very good idea of what the business offers, and then you can tell me if you want more information, which if so... I'll be happy to provide. Please hold while I dial us in."

Step 2 – after overview: "Does this sound like something you would be interested in?" If No... thank them for their time. If Yes... go to next Step.

Step 3 – schedule opportunity meeting and give homework: "Great, then let me tell you what we need to do next. Ace will be meeting with a group on ** Day____ Time____. It is a live conference call with her. Does this time work for you?" If No... give alternate time. If Yes... "Wonderful. I will call you the day of the call, to reconfirm our meeting, and at the time of the call, I will 3-way you on as my guest. Between now and then I would like you to visit my website to read about Nouveau. You'll find information on the products, the business, as well as the way we make our money. Write down all of your questions, and when we meet with Ace, if she does not cover them during the meeting, you will have a chance to get them answered during the live Q and A."

Step 4 – bring your guests to the meeting: It is always best to 3-way your guests, but if you have multiple guests, call them to remind them of the call 5 minutes prior and make sure they have the number and time in front of them. Immediately following the call, follow up and ask them if they are ready to get started and take them through the application process.

**Times and phone numbers for Opportunity Calls are announced in Ace's Blog.

Important to Know: While you may be tempted to give all of the details and answer your prospects questions... DON'T do it! Using the system above ensures that the person will have all of the right information to make a decision about joining. It also brings them into the Nouveau Community and shows them how we work together as a TEAM, and... they will feel confident recruiting because they will realize that it really is as easy as dialing a phone number. The process is easily duplicated.

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