



September 2024
Initiatives





Thank You for an Amazing National Conference!



FOR NORWEX CONSULTANTS ONLY. ACCESS ALL INCENTIVE AND PROGRAM MATERIALS FROM THE RESOURCE FOR PUBLIC DISTRIBUTION.



Just ASK! 90-day Challenge



- The “Just Ask” 90 Day Challenge kicked off at National Conference!
- **The Goal:** Support consistent business activity
- All consultants are invited to set personal goals: # of parties and # of new consultants they want to reach in the next 90 days.
- **The Challenge:** "Just Ask" to acquire more parties and invite others to join Norwex!
- **The Training:** On-going support will be provided by the RSMs on the "how to", through training shared at National Conference.
- **The Reward:** Increased business growth and potential income!
- We invite you to walk alongside us in supporting your Team in setting their own 90-day personal business pledge to maximize the Fall selling season together.
- Your RSMs have been in touch with all the details.



September
Theme
and Focus



SEPTEMBER commit



The Big Idea

Commit to cleaner choices

The Why

Committing to a cleaner, safer, better way of living takes education and a shift in mindset. But the simple choices you make every day can add up to have a huge impact on you, your family and the environment. It starts with using innovative products that take harmful chemicals out of the equation (you're going to love our latest releases!) and continues with a passion for sharing the mission and income-earning opportunity with others.

Are you ready to commit to cleaner choices?



commit to clean



commit to clean



commit to clean

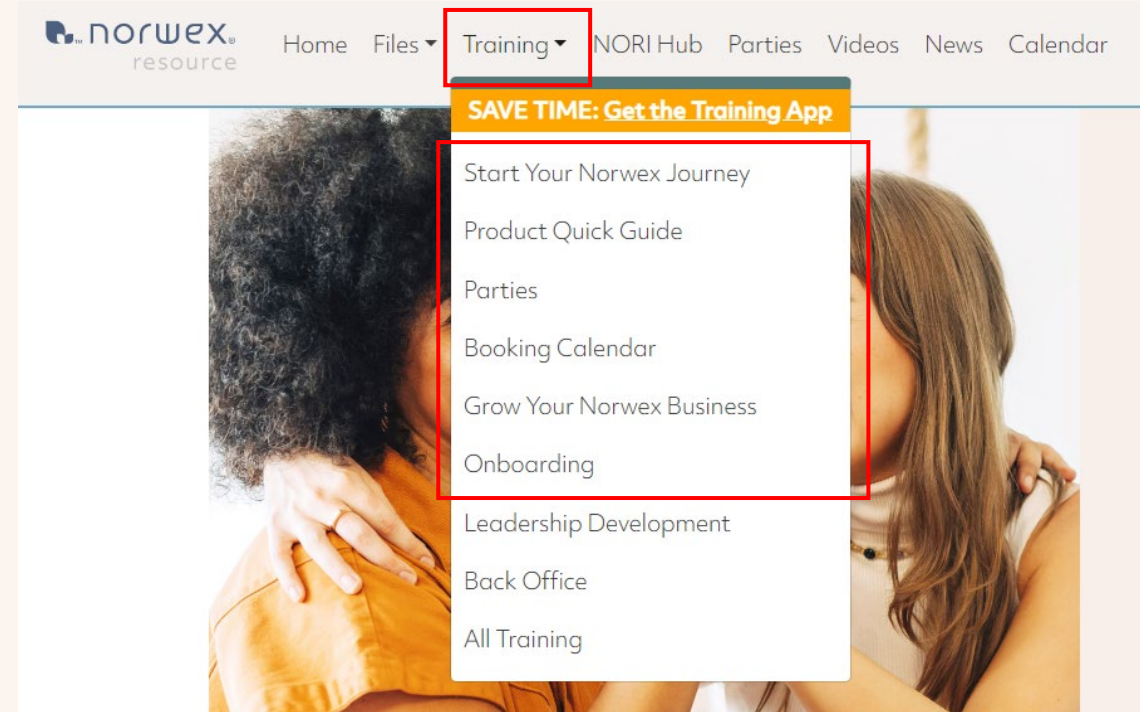


September Field
Support



Training – One Pagers

- One – Page Training Guides
 - Start Your Norwex Journey
 - Onboarding Guide (Leader companion to SYJ)
 - Product Education Quick Guide
 - Grow Your Norwex Business
 - Grow Your Norwex Team *COMING MID-SEPTEMBER
- Located on The Resource > Training, NORI App and Kajabi



norwex.
Start Your Norwex Journey

As a Norwex Consultant, you've opened exciting new doors of opportunity. Jump-start your business by sharing your passion for cleaner, safer, better living.

PRO TIP See how easy it is to **grow your personal office** with month-to-month **subscriptions** with no contracts.

2 Get excited
NORWEX HAS THE RESOURCES YOU NEED FOR SUCCESS:
- Learn about the top **5 essential products** for every home
- Connect with the **Norwex Community on Facebook**
- Discover the **Success Stories** and see the impact we're making

PRO TIP Introduce your business by **showing off the products**. **Show your passion** with friends to create excitement. **Showcase** that features the products you cherish.

Get earning
SHARE IN SUCCESS THE MORE YOU SHARE, THE MORE YOU'LL EARN.
- Choose your **search terms** wisely. **Share on social** or **www.norwex.com/norwex**

NEW TEAM MEMBER
Onboarding Guide

Congratulations, a New Consultant has joined your Team! They've just received our **Start Your Norwex Business Guide**, and you play a crucial role in their success. Follow these steps to get new Team Members off to a great start.

norwex.

norwex.
Product Education Quick Guide

At-a-glance training, information and demo ideas for our top products and new product introductions.

Rotate phone for wide screen view

Find additional marketing materials, videos, graphics and more in the Product Section

norwex.
Grow Your Norwex Business

Continue sharing cleaner, safer, better living to power your business success.

If you're a New Consultant, start here first: [Start Your Norwex Business](#)

A photograph of three women smiling. One is in the foreground, and two are behind her.

Training

- **Team Building Webinar Series** – Resource > Calendar for registration links:
 - September 26th – Jaimee Waldner, VPSL
 - October 3rd – Norwex Training Team – Team Building Support (*One Pager coming mid-September*)
 - October 10th – Megan Skiles, SESL
- **Podcasts:**
 - September 1st – Team Building Tips with Jaimee Walder
 - September 15th – Special Guest: Bob Heilig (date to come)
 - *Don't forget, Norwex Learning Network is now on Spotify!!*

A promotional graphic for the Team Building Webinar Series. The background is a blue sky with white clouds. The text is white and centered. The title 'Team Building Webinar Series' is at the top in a large font. Below it is the subtitle 'Gain confidence and learn how to share the Norwex Opportunity'. The dates and times are listed in the middle: 'September 26th at 1pm CT', 'October 3rd at 12pm CT', and 'October 10th at 12pm CT'. At the bottom right is the Norwex logo, which consists of a stylized 'n' icon followed by the word 'norwex' in lowercase with a registered trademark symbol.

Team Building Webinar Series

Gain confidence and learn how to share the Norwex Opportunity

September 26th at 1pm CT

October 3rd at 12pm CT

October 10th at 12pm CT

 norwex®

Social Media

norwex.
 September 2024 Social Media Guide
Monthly Theme: Commit
 Commit to the mission

Event Focus: Microfiber

Post Ideas / Inspiration

- **Happy fall!** September 22nd is the first day of Fall. A new season is always a great time to deep clean your home. Share with your Customers how you deep clean and even decorate your home with Norwex for the new season! Keep it simple - what problems can Norwex products solve in your Customers homes for the Fall season? Bonus points if you feature some of the new products.
- Speaking of new products... did you share all of the **August new products** with your followers last month? If so, were there any that your customers really seemed to gravitate to? Lean into promoting those this month! Everything you need to promote all of the August New Products can be found on The Resource linked [here](#).
- **Just ask!** New products are a great chance to get new hosts that could eventually turn into new team members.
- This month we're focusing on **Microfiber** and how to care for it. This is the perfect time to make a post detailing your best tips & tricks to keep your Norwex Microfiber good as new. Reference the Microfiber Care & Use Instructions linked [here](#). A couple of our favorite Microfiber care tips are to always wash Norwex microfiber alone and to use the Microfiber Cleaner Laundry Booster. We're also creating a Canva Template all about Microfiber Care that you can find linked [here](#) on 9/1.

Relevant Assets on The Resource
 Go to **"This month's files"** to view all assets for this month's incentives!
 Spend & Save Reel
 September Incentives Reel

Canva Template Links
 5 Reasons to Join Norwex
 August New Products - PET PRODUCTS HOUSEHOLD PRODUCTS SKIN CARE PRODUCTS
 All About Microfiber - coming 9/1

[Click HERE to view ALL available Canva Templates on the Resource!](#)

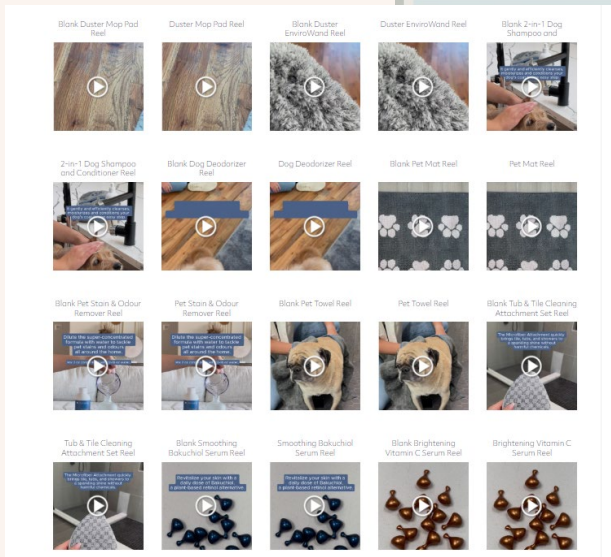
Training

Podcasts: Simply search 'Norwex Learning Network' on Apple or Android Podcast app or SoundCloud

- Bob Hallig on Recruiting
- Jaimee Walder on Team Building Basics

Social Media Tip: Did you know that posting at certain times can increase the success of your posts? While it isn't an exact science, studies have shown that posting on Instagram once a day between 8-9am & 4-5pm tends to yield the best results. Don't post everyday? Mondays & Thursdays have shown to be the best days to post if you can't post every single day.

- September Social Guide – Now Available on The Resource
 - This Months Files > Consultant Materials > Social Media Guide & Canva Templates
- Ready-to-use reel videos, graphics, Canva templates are available for all August new products on The Resource.
 - This Months Files > New Products > Social Media Assets



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September 2024 Share A Cart Suggested Products

Microfiber Care

- Microfiber Cleaner Laundry Booster
- Bright & White Laundry + Home Booster
- Ultra Power Plus Laundry Detergent
- Liquid Laundry Detergent
- Eco-Wash Laundry Detergent Strips





October/Holiday
New Product



New Product/Holiday Launching October 1!

- Senior Leader New Product Preview during September Jacket Meetings: September 17 & 19
- Senior Leader Pre-order
 - Thursday, September 19, noon, CT
- All Consultant New Product Preview & Pre-order
 - Thursday, September 26, noon, CT
- Customers
 - Tuesday, October 1, noon, CT
- Senior Leaders and Consultants *will* be able to see the package prior to placing their order





September New
Consultant
Initiatives



September 2024 New Consultant Starter and Upgrade Kits

Starter Kits

- Standard Starter Kit
- Safe Haven 5 Kit
- Skin Care Starter Kit

Upgrade Kits

- Skin Care Booster Kit
- Silver Upgrade Kit
- Gold Upgrade Kit
- Platinum Upgrade Kit





September 2024
Consultant
Initiatives



September 2024 Consultant Offers

Consultant Consistency Rewards: FREE PRODUCT

- \$1,500 Personal Retail Sales + 1 Personal New Consultant
 - DETOX + RESTORE Detox & Restore Hydrating Night Cream Sachets (10)
 - Body & and Face Pack, denim w/ gray trim
 - 10 August Fall Catalogs
- \$2,000 Personal Retail Sales + 1 Personal New Consultant:
 - Level 1 product PLUS
 - Hand Towel, denim
 - Renewing Eye Cream Sachets (10)
 - Hydrating Moisturizer Sachets (10)
- \$3,000 Personal Retail Sales + 1 Personal New Consultant:
 - Level 1 & 2 product PLUS
 - Spa Wrap





September
Customer
Initiatives



September 2024 Spend & Save

Spend & Save Level 1

- Spend \$125_{us}/\$150_{ca}
- **SAVE 20%/22%** on **NEW** Limited Edition Microfiber Travel Pack
 - \$22_{us}/\$29_{ca}

Spend & Save Level 2

- Spend \$175_{us}/\$200_{ca}
- **SAVE 20%** on **NEW** Autumn Charm Tea Towel Set
 - \$37_{us}/\$45_{ca}

Spend & Save Level 3

- Spend \$250_{us}/\$275_{ca}
- **SAVE 15%** on **NEW** Anniversary Edition Fall Household Package
 - \$55_{us}/\$64_{ca}

- Retail threshold applies at Consultant level. Consultant discount taken off Retail at check-out.



End of Summer Mega Sale*

- Noon, September 1 – Noon, September 13

20% off

| SKU | Product Name | US | | CA | |
|--------|--|--------------|------------|--------------|------------|
| | | Retail Value | Sale Price | Retail Value | Sale Price |
| 306016 | Beach Towel & Carrying Pouch BacLock Water Tile | \$69.99 | \$55.99 | \$89.99 | \$71.99 |
| 741018 | Lyocell Microfiber Plush Bath Towel | \$59.99 | \$47.99 | \$79.99 | \$63.99 |
| 740018 | Lyocell Microfiber Plush Hand Towel | \$28.99 | \$23.19 | \$32.99 | \$26.39 |
| 308085 | Lyocell Microfiber Plush Body And Face Pack | \$32.99 | \$26.39 | \$38.99 | \$31.19 |
| 308614 | Kid's Hooded Towel w/bag turtle | \$54.99 | \$43.99 | \$69.99 | \$55.99 |
| 314001 | Beach Towel, stripes | \$69.99 | \$55.99 | \$78.99 | \$63.19 |
| E30601 | Suede Beach Towel, geo print | \$69.99 | \$55.99 | \$69.99 | \$55.99 |
| E30603 | Beach Towel, hawaiian/stripe | \$69.99 | \$55.99 | \$69.99 | \$55.99 |
| E60001 | Body Lotion 6oz Cucumber Sage | \$24.99 | \$19.99 | \$29.99 | \$23.99 |
| E60002 | Body Scrub 6oz Cucumber Sage | \$24.99 | \$19.99 | \$29.99 | \$23.99 |
| E30925 | Hand Towel BL 35x70cm/13.8x27.6In Marine | \$21.99 | \$17.59 | \$29.99 | \$23.99 |
| E30926 | Bath Towel BL 70x140cm/27.6x55.1In Marine | \$51.99 | \$41.59 | \$68.99 | \$55.19 |
| E30927 | Body and Face Pack BL Solid Marine Ribbon TrimPack of 3 | \$25.99 | \$20.79 | \$31.99 | \$25.59 |
| E30931 | Body and Face Pack, BL light grey marine stripes (3 pack)-LE | \$25.99 | \$20.79 | \$31.99 | \$25.59 |
| E31100 | Hand Towel, BacLock®, marine stripes - LE | \$21.99 | \$17.59 | \$29.99 | \$23.99 |
| E31200 | Bath Towel, BacLock®, marine stripes - LE | \$51.99 | \$41.59 | \$68.99 | \$55.19 |
| 403802 | Protect and Prevent skin care | \$45.99 | \$36.79 | \$59.99 | \$47.99 |
| E36008 | Toilet Spray, orange cardamom - LE | \$13.99 | \$11.19 | \$15.99 | \$12.79 |
| E30925 | Hand Towel BL 35x70cm/13.8x27.6In Marine | \$21.99 | | \$29.99 | |
| E30926 | Bath Towel BL 70x140cm/27.6x55.1In Marine | \$51.99 | \$79.97 | \$68.99 | \$104.78 |
| E30927 | Body and Face Pack BL Solid Marine Ribbon TrimPack of 3 | \$25.99 | | \$31.99 | |
| E30931 | Body and Face Pack, BL light grey marine stripes (3 pack)-LE | \$25.99 | | \$31.99 | |
| E31100 | Hand Towel, BacLock®, marine stripes - LE | \$21.99 | \$97.57 | \$68.99 | \$121.57 |
| E31200 | Bath Towel, BacLock®, marine stripes - LE | \$51.99 | | \$29.99 | |
| 741018 | Lyocell Microfiber Plush Bath Towel | \$59.99 | | \$79.99 | |
| 740018 | Lyocell Microfiber Plush Hand Towel | \$28.99 | \$97.57 | \$32.99 | \$121.57 |
| 308085 | Lyocell Microfiber Plush Body And Face Pack | \$32.99 | | \$38.99 | |



*while supplies last

EXTENDED for September AND October! Host New Consultant Incentive

- When a party guest joins as a New Consultants, the Host of the party earns an **EXTRA \$50** Norwex credit. Check out the [flyer!](#)
- Consultants will email newconsultant@norwex.com with the Host name and New Consultant name and Norwex will apply the additional Host credit



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Initiative Summary



September 2024

Theme: commit to clean



commit to clean

Field Support

#partywithpurpose

Training Podcasts: Team Building Focus:
Jaimee Waldner and Bob Heilig

Team Building Webinar Series

Team Building One-pager (mid-month)

Consultants

Consistency Rewards

- Submit \$1,500, \$2,000, or \$3,000 in PRS
+ 1 Recruit (all levels)
= Product Package

Team-Building Focus

- #welcome2norwex

October New Product Pre-Sale
Fall LE Product

New Cons

Starter Kits: Standard, Save Haven 5, Skin
Care

Upgrade Kits: Skin Care, Silver, Gold,
Platinum

Bright Start Program Focus

Customers/Hosts

Sep Spend & Save (Sep 1 – Oct 1)

- S&S1 – Spend \$125/\$150
Save 25%: LE Microfiber Travel Pack
(\$22us/\$29ca)
 - S&S2 – Spend \$175/\$200
Save 25%: Autumn Charm Tea Towel
Set (\$37us/\$45ca)
 - S&S3 – Spend \$250/\$275
Save 15%: Anniversary Edition Fall
Household Package (\$55us/\$64ca)
- End of Summer Mega Sale (Sep 1 – 13)
- 20% discount on select summer product

More to come!



Consultant Events



September Mega 2024 Party Topics

September 3: SH5 – Theresa Woody

September 10: Skin Care – Christine Lee

September 17: Auto Save – Elizabeth Malinowski

September 24: Pet Messes Made Easy with Norwex
– Sarah Cameron



You're invited!
Mega Party

When
Tuesdays 7 pm, CT

Where
Live on Zoom

Register
<https://bit.ly/NorwexMegaParty>
Come celebrate Norwex with us!



System Updates



System Updates

New PDF
Download
available

Email to
customers will
remain the
same and a
second option
will be available
in the Back
Office

The screenshot displays the Norwex Back Office interface. At the top, there is a navigation bar with the Norwex logo and menu items: Events, Orders, Contacts, and Reports. On the right side of the navigation bar, there are icons for a shopping cart and a user profile. Below the navigation bar, the user's status is shown as "Active | Senior Executive Sales Leader". On the right side of this section, there are links for "The Resource" and "Help".

The main content area shows a breadcrumb trail: "← All Orders". To the right of this, there is a highlighted box containing the text "Download Receipt:" followed by two download links: "↓ Customer View" and "↓ Consultant View".



The order details for "Order #134861792" are displayed. It is categorized as a "Corporate Lead" placed on "Aug 17, 2024" and is associated with "Personal Retail Sales" totaling "\$54.68".

Below the order details, there is a section for the customer, "Martha Crowe", with the email address "Blessedgrandmaof8@gmail.com".

The shipping and payment information is as follows:

- Shipping:** Martha Crowe, 115 Aspen Lane, Oliver Springs, TN, 37840, US, (256) 635-8658, Standard Shipping.
- Payment & Billing:** Crystal Crowe, 100 carriage drive, Crossville, TN, 38555, US.

The order items are listed in a table:

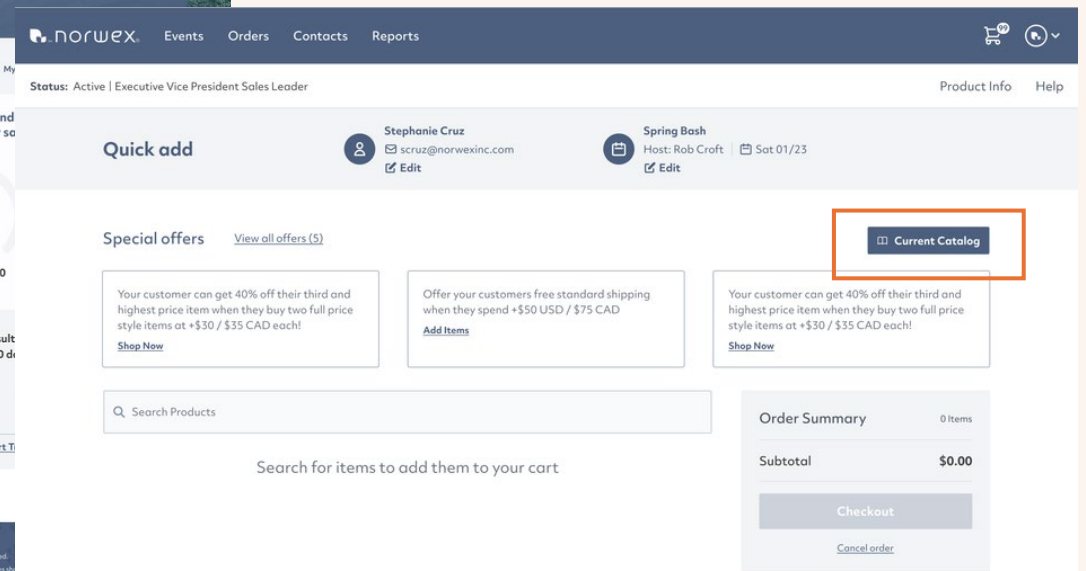
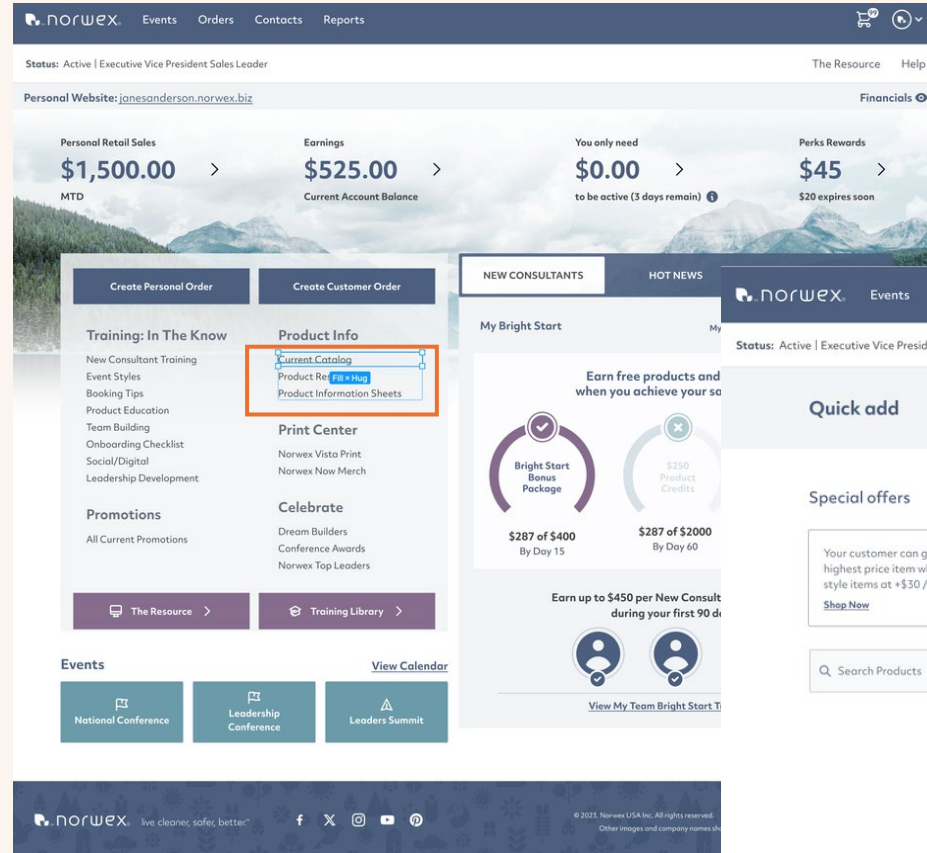
| Item | Retail | Discounts | Total |
|--|-------------------------------|-----------|---------|
|  Counter Cloths - slate, vanilla, mushroom 307410 Qty: 1 | \$24.99 | - | \$24.99 |
|  Descaler - with Spray Nozzle 600005K_01JA24 Qty: 1 | \$32.99 \$29.69 | - | \$29.69 |

On the right side of the order items table, there is a summary table:

| | |
|-----------------------|----------------|
| 2 Items | \$54.68 |
| Subtotal | \$54.68 |
| Tax | \$6.30 |
| Shipping and handling | \$9.95 |
| Order Total | \$70.93 |
| Amount Due | \$70.93 |
| Payments | |
| Visa endina 2161 | -\$70.93 |

System Updates

New Catalog links on the Dashboard and in the Order Flow



System Updates – coming soon!

TRM TREE VIEW!!!!

norwex Events Orders Contacts Reports

Status: Active | Sales Consultant

The Resource Help

Maxtest Ustest - Team Relationship Manager

August 2024

Overview Activity Sales Recruits Profile Incentive/Trip Sales History

Search by name

August '24

Full Downline

Personal Group
Commissionable Downline
Full Downline

Export All

| Name | Start Date | Title | Paid-As Title | Personal Sales | 3 Month Sales | 12 Month Sales | New Per Rec | Eng Per Rec | Act Per Rec | Eng Dwn Rec | Act Dwn Rec |
|---------------------------|------------|-------|---------------|----------------|---------------|----------------|-------------|-------------|-------------|-------------|-------------|
| MaxTEST USTEST US | 2016-05-02 | SESL | SC | \$0.00 | \$315.84 | \$6,404.15 | 0 | 1 | 5 | 1 | 5 |
| Amy Cadore US | 2019-03-18 | SESL | SC | \$0.00 | \$0.00 | \$0.00 | 0 | 0 | 0 | 0 | 0 |
| Debbie Bolton US | 2019-03-18 | SESL | SC | \$0.00 | \$0.00 | \$0.00 | 0 | 0 | 0 | 0 | 0 |
| MaxTEST FRTEST CA | 2019-09-05 | SC | SC | \$0.00 | \$0.00 | \$0.00 | 0 | 0 | 0 | 0 | 0 |
| Tami Test US | 2019-10-14 | SESL | SC | \$0.00 | \$0.00 | \$0.00 | 0 | 0 | 0 | 0 | 0 |
| DTTEST Test US | 2020-09-01 | SC | SC | \$0.00 | \$0.00 | \$0.00 | 0 | 0 | 0 | 0 | 0 |
| Dominique Test US | 2020-10-29 | SESL | SC | \$0.00 | \$2,636.18 | \$2,956.68 | \$3,514.52 | 0 | 0 | 0 | 0 |
| AnaTEST Testerpers US | 2021-01-29 | SESL | SC | \$0.00 | \$0.00 | \$0.00 | \$0.00 | 0 | 0 | 0 | 0 |
| Alexus Hill US | 2021-04-01 | SESL | SC | \$0.00 | \$0.00 | \$0.00 | \$0.00 | 0 | 0 | 0 | 0 |
| AllisonTEST NewmanTEST US | 2021-08-24 | SESL | SC | \$0.00 | \$795.28 | \$1,604.76 | \$1,704.72 | 0 | 0 | 0 | 0 |
| BradTEST CookTEST US | 2022-03-03 | SC | SC | \$0.00 | \$0.00 | \$0.00 | \$0.00 | 0 | 0 | 0 | 0 |
| MarieTEST CurieTEST US | 2022-03-17 | SC | SC | \$0.00 | \$0.00 | \$0.00 | \$376.07 | 0 | 0 | 0 | 0 |

System Updates – coming soon!

New Section for
Charges & Fees
in your Profile &
Settings

Catalog Mailing
Office Suite
Shop Offers

The screenshot displays the Norwex user interface. At the top, there is a dark blue header with the Norwex logo and navigation links: Events, Orders, Contacts, and Reports. Below the header, the user's status is shown as 'Active | Executive Vice President Sales Leader'. The main content area is divided into a left sidebar and a main panel. The sidebar contains a 'Profile & Settings' section with various options: Account Settings, Password, Office Suite, Account Balance, Norwex Discounts, My Wishlist, Payment Methods, **Charges, Fees & Deductions** (highlighted with an orange box), Banking Information, Important Documents, and Tax Information. The main panel is titled 'Charges, Fees & Deductions' and features three tabs: 'Catalog Mailing' (selected), 'Office Suite', and 'Shop Offers'. Below the tabs, there is a 'Date' dropdown menu set to '11/03/2022' and a 'Filters' dropdown menu with options: 'Completed', 'Invalid', 'Declined', and 'Processing Error'. An 'Apply' button and a 'Clear All' button are also visible. To the right of the filters is an 'Export' button. The main content is a table with columns for 'Date', 'Description', 'Status', and 'Payment'. The table contains 13 rows of data, all dated 11/03/2022, representing 'Monthly Office Suite Payment' transactions with various statuses and payment amounts.

| Date | Description | Status | Payment |
|------------|------------------------------|------------------|---------|
| 11/03/2022 | Payment | Completed | \$11.27 |
| 11/03/2022 | Payment | Invalid | \$11.27 |
| 11/03/2022 | Payment | Declined | \$1.00 |
| 11/03/2022 | Monthly Office Suite Payment | Processing Error | \$11.27 |
| 11/03/2022 | Monthly Office Suite Payment | Completed | \$11.27 |
| 11/03/2022 | Monthly Office Suite Payment | Invalid | \$11.27 |
| 11/03/2022 | Monthly Office Suite Payment | Declined | \$1.00 |
| 11/03/2022 | Monthly Office Suite Payment | Processing Error | \$11.27 |
| 11/03/2022 | Monthly Office Suite Payment | Completed | \$11.27 |
| 11/03/2022 | Monthly Office Suite Payment | Invalid | \$11.27 |
| 11/03/2022 | Monthly Office Suite Payment | Declined | \$1.00 |

System Updates – coming soon!

New Address
Verification and
auto-suggestion
in B2C & Back
Office Checkout
using Google
Places API

The screenshot shows the Norwex checkout process. The page is titled "Checkout" and includes a "Have an account? [Sign in now](#)" link. The checkout is divided into four steps: 1. Contact (STEP 1 OF 4), 2. Shipping (STEP 2 OF 4), 3. Payment, and 4. Review. The "Shipping" step is currently active. It shows the shipping method as "Economy Shipping - \$7.95". The address fields are filled with "stephanie", "cruz", and "United States". Below the address fields, a dropdown menu is open, showing a list of address suggestions starting with "500 popu". The suggestions are: "500 POPULA BOULEVARD, WAPPINGERS FALLS, NY, USA", "500 POPULUS PLACE, SUNNYVALE, CA, USA", "500 POPULAR SPRINGS ROAD, ALBERTVILLE, AL, USA", "500 POPULAR LN, CARTHAGE, TN, USA", and "500 POPULAR DRIVE, RALEIGH, NC, USA". The "Order Summary" on the right shows a subtotal of \$23.99, shipping and handling of \$7.95, and an order total of \$31.94. The amount due is also \$31.94. There are links for "Edit Cart" and "Cancel Order".

norwex Checkout 🇺🇸 | Contact Us

Have an account? [Sign in now](#)

✓ Contact STEP 1 OF 4 [Edit](#)

stephanie cruz
scruz@norwexic.com

Receive the latest Norwex tips, trends and exclusive offers via email.

2 Shipping STEP 2 OF 4

Economy Shipping - \$7.95

stephanie

cruz

United States

500 popu

500 POPULA BOULEVARD, WAPPINGERS FALLS, NY, USA
500 POPULUS PLACE, SUNNYVALE, CA, USA
500 POPULAR SPRINGS ROAD, ALBERTVILLE, AL, USA
500 POPULAR LN, CARTHAGE, TN, USA
500 POPULAR DRIVE, RALEIGH, NC, USA

Zip Code Phone

Order Summary (1 item)

Window Cloth \$23.99
705048
palm
Qty: 1

Subtotal: \$23.99

Have a Coupon Code?

Estimated Tax ⓘ \$7.95

Shipping and Handling \$7.95

Order Total \$31.94

Amount Due \$31.94

[Edit Cart](#) [Cancel Order](#)



Thank You!

