



RiseUp into Leadership

Promote to Team Coordinator

The first steps of rising up are very similar to the first steps you took when you became a Norwex Consultant.

You joined Norwex because of your belief:

- Belief in the Norwex products
- Belief in the Norwex Opportunity
- Belief in the Norwex Mission

By becoming a Consultant you were looking to join others who shared your enthusiasm for Norwex, and now you're ready to share that excitement with even more people. You became a Consultant because you knew that Norwex was the right choice for you and your family, and others will feel that too!

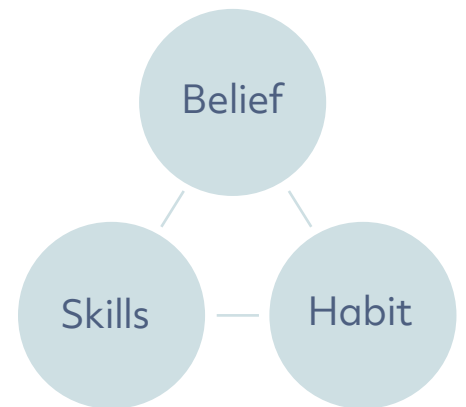
Everything begins with belief

What you believe becomes your purpose and your "WHY," and people will want to know more about your WHY than how.

- WHY you use the products is more important than how you use them
- WHY you joined Norwex as a Consultant is more important than how you join, how you start and how you run your business

Skills – Our business has a few simple business basics – book, sell, build a Team, and support and develop others. The skills needed to be successful are easily shared, taught and learned.

Habit – What you practice on a daily basis often becomes your "attitude" in many ways. When we believe in the skills we're learning and sharing and we continue to practice them often, they become a habit.



Team Coordinator

Qualifications:

Minimum of 3 Engaged Personal Consultants.

Must submit a minimum of \$250 in Personal Retail Sales in the qualifying month.

Benefits:

35% Retail Discount on Personal Retail Sales.

\$300 Norwex Shopping Spree for each Qualified Personal New Consultant.

An opportunity to earn gifts and rewards from sales and Team-Building efforts.

3% Commission on Retail Sales from Personal Consultants.

Eligible for \$100 Promote and Grow Bonus.

Eligible for the Matching Promote and Grow Bonus.

Opportunity to earn sales and Team-Building incentives.

See the Success Builder brochure for more information.

RiseUp...ME + 3:my roadmap

ME!

Why did I join Norwex?

How has Norwex made a difference in my life?

From your BFF List – who are people YOU think might:

- Be COMMITTED to a “less chemical” lifestyle
- Be INTERESTED in making a difference
- ENJOY meeting other people
- Want to make a little extra MONEY
- Be LOOKING for something new and fun!
- Be GREAT for Norwex because Norwex would be great for them!

Plus three

Name:

Why:

Name:

Why:

Name:

Why:

Name:

Why:

Name:

Why:

Think of a few more?

Action Plan

1. Invite contacts from your BFF list to join Norwex as a Team Member! Share WHY you chose them.
2. Once they decide to join, get them started on their BFF list immediately. It's their go-to business resource for event bookings!
3. Help your new Consultant get off to a great start by getting their Launch Events booked right away.
4. Encourage them to submit \$400 in Personal Retail Sales within their first 15 days to qualify for their first Bright Start Bonus Package valued at over \$150, to support their new business!

Your Story

“Wouldn't it be amazing if you ...” This is the **POWER LINE!**

Example: *Wouldn't it be amazing if you were to become a Norwex Consultant, just like me, and together we could have such great fun and success! We share our products to help others make better choices to help reduce chemicals and live more sustainably! What do you think?*

Homework

BFF list: Who are you inviting and why? Use your ME + 3 diagram. (Go for more!)

Your POWER STATEMENT: Your “declaration” of a positive outcome/experience...remember to practice!

Conversation talking points: Think of all the different reasons why people might be interested in Norwex and be sure to include these in your conversations.

Events: How many events do you have on your calendar? If you need more, use your power line for bookings and fill those dates!