

Annique
HEALTH AND BEAUTY

replique

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LET THE
LOVE
GROW

IT'S THE
MONTH
OF **LOVE**

and in this issue we
have fantastic articles
to make your heart soar!

Find out why moisturisers are essential to your skincare routine and remember to buy them on special this month. Learn more about Essense Skin Detox and Forever Young Q10 Therapy, both on special this month, and read about how you can build your Annique business. Happy Valentine's Day and remember to treat those you love.



HOW TO BUILD YOUR Annique BUSINESS

At Annique there are **7 Key Drivers**, one of which is to Build the Network. This goes hand-in-hand with trading. As you recruit more people into your business, you have to ensure they keep trading.

Imagine you are a Manager and that regular customers across your entire Annique business are buying R1 000 less every month. What do you do? Ensure that you have more Consultants in your downline placing orders every month! This will assist you to maintain, and grow, your income levels.

Example:	Level 1 Consultants	Average Monthly Purchases	Sales	Income (8%) 6% Team Building + 2% Group
	10	X R3 500	= R35 000	= R2 800
	10	X R2 500	= R25 000	= R2 000
	14	X R2 500	= R35 000	= R2 800

HOW TO INCREASE your number of trading Consultants:

Find new Consultants

Open yourself up to prospecting in new markets. More young people leaving universities with formal qualifications are seeing the opportunity in direct selling as a viable option to start their own businesses. Additionally, more middle class income households are getting involved in direct selling to earn extra money to supplement their income and many single parent families are looking for additional income.

Reactivate old Consultants

Look at your Volume Discount Statement and make a list of all your Consultants who have been deactivated. Phone them and encourage them to become active again.

The key to building your business is **appointing new Consultants!**

TRADING
= placing an order

"I believe in the one meter rule; I always have a sample and a Beautè in my handbag. My briefcase, with all my tools, contracts, Annique kits, the 90-day plan and order forms for new Consultants, travel with me all the time. I also always have Resque products and tea in my car.

"I was always selling and looking for new clients and my sales were booming, but my recruiting was not up to standard. I made up my mind to change that; I read every article in the Replique on recruitment and went to training sessions at Home Office. When I started focusing on recruiting, it became easier.

"Leentjie Vos taught me a very valuable lesson when dealing with a potential customer or Consultant: you are doing them a favour, not the other way around. With this attitude, if someone says no to the business opportunity, I don't take it personally. I do however; keep in touch while respecting their decision. Nine out of 10 times they come back later and ask to join. Many of my clients become Consultants, simply because they love and enjoy Annique products and tell other people about it and slowly start selling on the side until they ask to join.

"The greatest success is to follow up, always stay in contact with potential recruits; make notes about their families and what is happening in their lives, send out an email asking how they are - simply showing personal interest. People appreciate that.

"I make use of social media platforms in my business, Facebook to educate my clients and potential clients, WhatsApp to inform them of specials and I also use e-mail for correspondence and reminders.

"When I sign up a new Consultant I always make sure they understand the 90-day Fast Start period and help them to achieve it. This is an amazing tool Annique gives us to help new Consultants to get their businesses going."

- ELNA MCKENZIE



Husband and Wife Teams in Direct Selling

ELSTE AND
CALLIE
GRIESEL

Mpumalanga



In celebration of Valentine's Day, we spoke to a few Consultants whose husbands help them with their Annique businesses.

"I joined Annique in 1996 and my husband started helping me in 2018. We now find that we have more time together because Callie understands how my business works. In the past I used to work very long hours, but Callie now sets time boundaries and stands in for me at the office if I need to go out to see customers.

"Because I am right brain dominant and Callie is left brain dominant, it was a challenge understanding each other in the beginning, but we have come to see how beneficial it is to my Annique business.

"We both love the Annique products. I am a big fan of the Lucid Moisturiser and the Forever Young Revitalising Cream, Bo-Serum and Returnyouth. Callie, on the other hand, uses the Limitless fragrance and recently discovered the Miracle Tissue Oil for Body and loves it.

"I am one lucky woman who has been spoiled by God with a man like Callie."

VANESSA
AND NICO
BOTHA

Pretoria

"I joined Annique in 2013 with the support and love of my adventurous husband Nico, less than one year after our marriage in April 2012.

"My husband loves people just as much as I do and I'm proud to take him with me to every event. We do 98% of things together. When we want to spend time together alone, we schedule a date night every week, go overseas for a short break and attend functions/shows together with the help of our amazing support network, my-parents-in-law Nico and Annalie Botha.

"My husband is my biggest fan. I want him by my side every step of the way. He is my rock. He loves being around people and he loves the incentive tours that Annique offers. Although I have qualified for four trips so far, we have taken one together and it was such a privilege to take my husband on the Oasis of the Seas trip to Europe. We are now working together to qualify for Alaska in order for him to go with me all expenses paid.

"Lanè, my Sponsor, introduced me to the business opportunity and we hosted my first Pamper Party together in February 2013. Nico saw how I blossomed and how I enjoyed entertaining and helping the ladies.

"He realised that this could be an option for me when we started a family. He supported me from day one by inspiring me in difficult times and celebrating with me in good times.

He is also my tech support and helps me with setting up everything I need.

"I am living my dream life because Nico supports me in all my endeavors. He is the reason I have fun and don't work myself to the bone. He makes me laugh, he makes my day, he makes my life a movie to be lived and watched over and over again. Nico, thank you for being my personal romantic comedy award-winning actor. If I had to get married again, I would get married to you again. I dedicate this song to you my love: Something I need by Ben Haenow: If we're only here once, I want to live with you."

During the month of love, why not host a **couple's WOW Meeting** where Consultants can bring their partners along.



Encourage existing Consultants to place an order every month

Use your Trading Report, available on the Webstore, and contact all your Consultants in the first week who did not place an order the previous month. Personally phone your Level 1 Consultants and send a personalised message to everyone else. Do this again after the 20th of the month if they still need to place an order. Use your own competitions and the RoyalTea Rewards programme to motivate them.

MOISTURISER *matters*

Moisturising reduces the chances of skin problems – Using the right kind of moisturiser for your skin can help maintain its balance.

Moisturising can reduce the appearance of other blemishes – Freshly moisturised skin has a healthy sheen, which can even out any existing blemishes.

Moisturising helps your skin stay young – Moisturising helps give your skin the boost it needs to repair itself and stay healthy.

Moisturising fights wrinkles

Everyone knows that moisturising your skin is important, but do you know why? Read on to find out why moisturiser is so important for the skin and how you should apply it.

With Annique's moisturisers on special this month, here's how you can get new customers to love their skin!

'Just Feel It' There is no better way to market a product than when a customer feels it on their skin. Talk about what Annique's moisturisers do for the skin and how they feel and get Customers to test them.

Testimonials When people are unfamiliar with a product, they have doubts. Testimonials are great ways to reassure customers, but be specific about which skincare concern it targets.

Samples This is a subtle way to promote the moisturiser without putting too much pressure on your customer. Attach your business card so they can reach you should they want to order.

What makes Annique's moisturiser unique?

1. It is developed and manufactured in South Africa, for South African skincare needs and requirements.
2. Our bestselling moisturisers have been tried and trusted for 40 years!
3. Rooibos contains youth-promoting, skin soothing antioxidants.
4. Moisturiser can be applied up to eight times during the day; not just in the morning and at night. Just like you drink water when you are thirsty, you need to apply moisturiser to your skin as often as it needs it.

PRESS MOISTURISER ONTO YOUR FACE; DO NOT RUB IT IN:

- Pressing a moisturiser onto your face is a super gentle and non-irritating way of moisturising
- Pressing gives the skin a concentrated dose of moisturiser
- More of the moisturiser gets into your skin rather than rubbed into your hands
- Pressing pushes moisturiser 'in' rather than stretching your skin

For oily skin

Hand Pamper Parties are a great way to get customers to try products. Find a step-by-step guide to hosting a Hand Pamper on page 5!

For dry, sensitive skin



For dry skin



For acne-prone skin



For men



For dry skin



For normal/combination skin



For oily skin

For dry, sensitive skin



YOUR PAMPER PARTIES HANDLED

Follow these 8 easy steps when doing a hand "facial":

YOU WILL NEED:

- A bowl of lukewarm, Rooibos-infused water
- Two hand towels – one for your customer's hand to rest on and one to dry off with
- Sponges to apply/remove the product

Hand Pamper Parties are a simple, fun and easy way to boost your sales. Focus the event solely on hand pampering, or incorporate it into your Pamper Party or Foot Spa Party as a quick way to show what a huge difference the Annique products can make on your skin.



Wet the top part of your customer's hand slightly with Rooibos water. Apply an Annique scrub and use circular movements to exfoliate the hand for at least 1 minute.

Product suggestion: Essense Crème Exfoliator or Essense Enzymatic Exfoliator



Wipe the exfoliator off with a sponge. Rinse the hand with Rooibos-infused water and pat dry with a hand towel.



Spray Essense Liquid Skin Nutrition onto the hand and pat into the skin using your fingers. Explain the benefits of the product.



Apply a suitable masque. Leave on for 5 minutes and rinse off with Rooibos water. Pat dry.

Product suggestion: Essense Moisture Masque, Essense Antioxidant Radiance Masque or Forever Young Youth Restoring Masque



Massage Essense Miracle Tissue Oil into the hand.



Apply one of the following Annique moisturisers – most suited to your customer's skin – and massage it in.

Product suggestions: Lucid Ultimate Moisturiser for Dry Skin, Lucid Hydrating Moisture Lotion, Hydratine Balancing Moisturiser, Essense Sensi Crème, Sensitiv Soothing Moisturiser or Face Facts Moisture Shield SPF 8



Let your customer compare the two hands and show the difference after the hand pampering.



Close the sale.

They will be amazed by the results! Summarise each product and their main benefit again and ask the customer what they think and which products they are interested in. Start by stating the cost for all the products used. Be prepared to negotiate with your customer. You can suggest that they split their order if it is too much at once. Recommend taking the most important products now, and the rest next month.



Skincare Hero

Contains Rooibos extract, a powerful antioxidant that protects the skin against free radical damage and fights against premature ageing.

Essense Skin Detox replaces the essential fatty acids of the skin, which counteracts dehydration and forms a water screen against the elements. The skin feels smoother to the touch, cleaner and retains moisture and nourishment.

WHY USE ESSENSE SKIN DETOX?

Tiger's Herb, referred to in Chinese medicine as "The Fountain of Youth", assists in wound healing (especially beneficial for acne sufferers) and aids in strengthening the skin.

Reduces acne, pimples, pigmentation marks and symptoms of ageing and dullness.

Enhances the skin's ability to fight free radicals, which are caused by pollution, medication and stress.

WHO IS YOUR CUSTOMER?

- Smokers • Adult acne sufferers
- People who complain of black and whiteheads
- Dry/sensitive skin types (follow the sensitive skin desensitising program before introducing Skin Detox)

“Skin Detox is an excellent product to use as part of the treatment of sensitive or sensitized skins. Skin Detox forms a selectively permeable membrane on the skin, regulating penetration and absorption of ingredients into the skin, reducing chances for the skin to become reactive.”

Elna Smit

SKIN DETOX AND YOUR BUSINESS

Buy the Essense Skin Detox for Yourself

VALUE OF OFFER **R379**

R279
SPECIAL OFFER PRICE

You Pay R223

(R279 LESS 20% OFF INVOICE)

**YOU SAVE
R156**

**GROW Your Client Base
– Sell to 10 Customers**

VALUE OF OFFER **R379**

R279
SPECIAL OFFER PRICE

You Pay R223

(R279 LESS 20% OFF INVOICE)

**YOU EARN
R56**

**SELL 10
COMBINATION
OFFERS TO
CUSTOMERS
AND EARN
R560**



SUPERCHARGE your SKIN



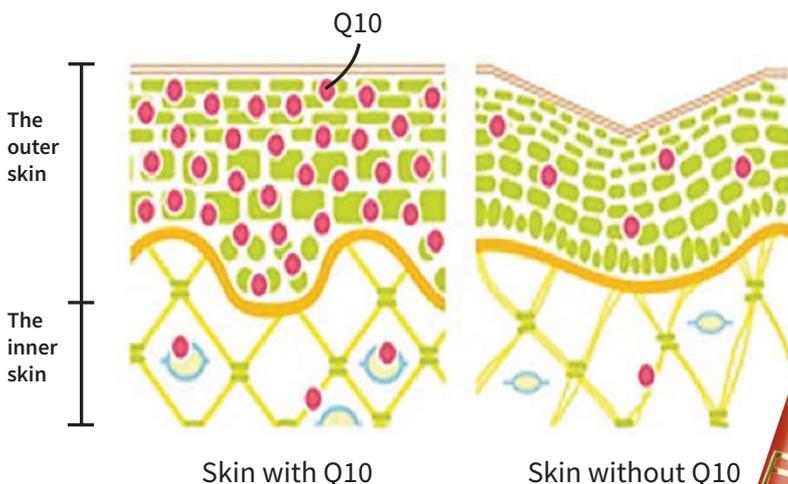
There are **5** ways

in which Coenzyme Q10 benefits your skin

- 1 It **energises** your skin.
- 2 It **protects** against premature ageing due to over exposing the skin to the sun.
- 3 It **rejuvenates** skin by stimulating skin cell activity.
- 4 It **stimulates** collagen production.
- 5 It is a potent **antioxidant** that acts against damage done by UV rays, pollution, toxins, stress.

Forever Young Q10 Therapy assists in enhancing the effectiveness of other Annique skincare products and boosts cell energy.

ENERGY IS THE KEY to natural skin rejuvenation. It helps the skin's metabolism go into fast-forward to restructure collagen fibres (tightens skin); to reproduce youthful new cells; to restore blood circulation; and to distribute bio-available nutrients.



Q10 THERAPY AND YOUR BUSINESS

Buy the Q10 Therapy for yourself

VALUE OF OFFER **R688**

R299
SPECIAL OFFER PRICE

You Pay R239
(R299 LESS 20% OFF INVOICE)

YOU SAVE
R449

GROW Your Client Base – Sell to 5 Customers

VALUE OF OFFER **R688**

R299
SPECIAL OFFER PRICE

You Pay R239
(R299 LESS 20% OFF INVOICE)

YOU EARN
R60

SELL TO FIVE
CUSTOMERS
AND GET
R300

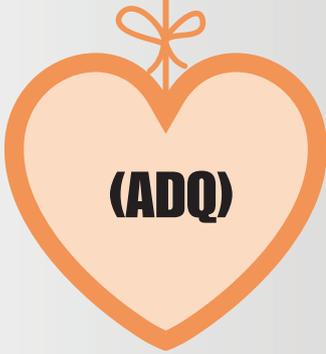


UPSIZE

FREE

This month, you get 20ml extra Q10 Therapy for free in an upsized tube AND you get a set of Red Heart Drop Earrings absolutely FREE!

R299
VALUE R688
ONLY
Save R389
1020297



Additional Discount Qualified

Consultants whose Level 1s qualified for additional discount in a specific week can earn points in this category.

YOU CAN ONLY EARN POINTS ONCE ON THE SAME CONSULTANT IN A MONTH.

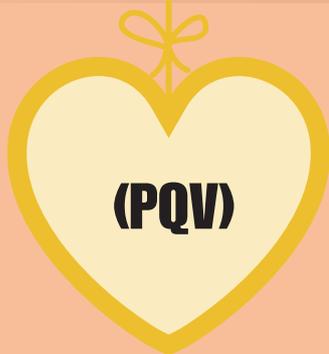
ADDITIONAL DISCOUNT QUALIFIED CONSULTANT:

They qualify for extra discount based on Personal Sales Sliding Scale, Team Building Discount, Group Discount and Generation Discount.

EXAMPLE

If your Level 1 qualifies for additional discount between 1 and 7 February, you will earn 100 points.

EARN MORE POINTS WHEN YOUR LEVEL 1 QUALIFIES FOR ADDITIONAL DISCOUNT EARLY IN THE MONTH.



Personal Qualifying Volume

All Consultants who place an order to a certain value in the month can earn points in this category.

EXAMPLES

1. If your invoice date of 2 750 PQV is between the first day of the month and the 7th day of February, you will earn 200 points.
2. If your second invoice date of 3 300 PQV is on day 8, you will earn 150 points.
 - Orders placed on Saturdays or Sundays will only be processed on Mondays.



Consultants with PIN and PAID-AS titles of Four Star and above can earn points in this category.

When your PIN and PAID-AS titles are the same **you can earn 500 points.**



New Consultants can start earning RoyalTEA points after their 90-day Fast Start Period.

Day 91-180:

If a new Consultant places orders to the value of 5 500 PQV they **earn 100 points**

Day 181-270:

If a new Consultant places orders to the value of 5 500 PQV they **earn 250 points**

Day 271-360:

If a new Consultant places orders to the value of 8 250 PQV they **earn 500 points**

EXAMPLES

1. If you submit your invoice on day 80, you will not earn any points.
2. If you submit an invoice on day 95 to the value of 2 000 PQV and you submit another invoice on day 150 to the value of 4 000 PQV, you will earn 200 points in the category day 91-180.

Product Sales

Earn 120 points for every R200 worth of standard line skincare products bought!

FEBRUARY



R Annique ROYAL TEA REWARDS

Celebrating you, our loyal Consultants. The more you sell, the more you will **EARN**.

How it works



All registered Annique Consultants may participate in the programme and will be enrolled automatically

Earn points in February on Recruitment Retention, Personal Sales (PQV), Additional Discount (ADQ) and PIN = PAY

Earn 120 RoyalTEA points for every R200 worth of standard line skincare products purchased



February Points Summary		Minimum PQV	Points
Personal Qualifying Volume (PQV)	Fri 1-Thur 7 Feb	2750+	200
	Fri 8-Thur 14 Feb	3300+	150
	Fri 15-Mon 21 Feb	3300+	100
	Tues 22-Thur 28 Feb	3850+	10
Additional Discount Qualified (ADQ)	Fri 1-Thur 7 Feb	2750	100
	Fri 8-Thur 14 Feb	2750	50
	Fri 15-Mon 21 Feb	2750	30
	Tues 22-Thur 28 Feb	2750	10
Recruit Retention	Day 91-180	5 500	100
	Day 181-270	5 500	250
	Day 271-360	8 250	500
Product Sales Points	For every R200 standard line skincare you buy		120
PIN = PAY	Four Star and above		500

All orders are required to be paid and invoiced to earn points. Kindly refer to the RoyalTEA Rewards document on the Webstore for details and Ts&Cs.

The Rooibos Connection

Drink ROOIBOS for a

Healthy Lifestyle

Rooibos is wowing tea drinkers all over the world. Grown in the Cederberg region of the Western Cape, this wonder-herb has multiple health benefits. Here's why you should be drinking Rooibos as part of a healthy lifestyle.



Rooibos Health Facts

- Good source of antioxidants: Rooibos is a good source of antioxidants and is the only known source of a potent antioxidant aspalathin, which could play a role in combating several lifestyle diseases.
- Naturally caffeine free: Unlike black and green teas, Rooibos is naturally caffeine free (not decaffeinated) and therefore suitable for children, infants and breast-feeding mothers.
- Cancer-fighting properties: Rooibos has proven cancer-fighting properties in animal research studies, and exciting new research points towards the role that

Rooibos can play in promoting heart health and preventing diabetes.

- Low amounts of tannin: Rooibos contains low amounts of tannin (tannins are astringent, bitter-tasting plant polyphenols that bind and precipitate proteins and interfere with iron absorption in the body.)
- No negative side effects: After centuries of use, no negative side effects of Rooibos have ever been recorded.

"Rooibos and honeybush teas provide a natural, rich source of compounds beneficial to your health and people should see these herbal teas as part of a healthy, sensible lifestyle that could alleviate the risk of cancer, and reduce its possible extent." Prof. Jeanine Marnewick, Cape Peninsula University of Technology

"While Rooibos is not a medicine, it is an affordable drink with potential health-promoting properties. Research is ongoing to find all the answers about this unique South African product."

PROF ELIZABETH JOUBERT, Agricultural Research Council, Infruitec-Nietvoorbij



Rooibos Tea and your Business

Buy a Tea Combo for YOURSELF

VALUE OF OFFER **R118**

R59 SPECIAL OFFER PRICE

You Pay R47

(R59 LESS 20% OFF INVOICE)

YOU SAVE R71

GROW Your Client

Base - Sell to Customers

VALUE OF OFFER **R118**

R59 YOU SELL THE OFFER TO YOUR CUSTOMERS

You Pay R47

(R59 LESS 20% OFF INVOICE)

YOU EARN R12

Sell 10 combination offers to customers and **EARN R120**

DOUBLE the Deal

Buy the Honeybush Rooibos Tea 50g, Honey Flavoured Rooibos Tea 50g, Peach Flavoured Rooibos Tea 50g, Relax Tea 50g, Night Rest Tea 50g and Colon Cleanse Tea 50g

get any one of these teas FREE.

VALUE **R118**

R59 SAVE **R59**

Valentine's Day Treat

love

IS IN THE AIR

Love is in the air, and what better way to show appreciation to those you love than with food. Try this delicious cheesecake recipe with an Annique twist that's sure to impress.

Ingredients

Almond Crust

300g ground almonds
2-3 egg whites, slightly whisked

Filling

10g (1 sachet) gelatine
60-90ml sweetener like Xylitol
250ml cream, chilled
160ml Annique Strawberry Lifestyle Shake
2 x 250g smooth cottage cheese
Strawberries cut into slices, for decoration

Method

Crust

Combine the almonds and egg whites and press into the base and sides of an oblong loose-bottomed pie tin. Place in the fridge for 10 minutes. Bake for 15 minutes at 180°C until slightly straw-coloured and leave to cool.

Filling

Sponge the gelatine over 30ml of water and then heat in the microwave oven until dissolved. Do not allow to boil.
Beat the cream, cottage cheese, sweetener and Shake well and slowly mix in the gelatine while beating continuously.
Spoon the mixture into the prepared crust and chill until set. Decorate with strawberry slices.



(Recipe by Carmen Niehaus from You/
Huisgenoot/Drum Magazine)



WHEN DID YOU JOIN ANNIQUE?

I joined the Annique business in April 2017 to earn an extra income, but at that time my husband and I didn't realise the true income potential. We only started to put a real effort into the business nine months later, in January 2018. I truly regret wasting those first nine months.

HOW DO YOU AND YOUR HUSBAND SUPPORT EACH OTHER IN YOUR BUSINESS?

My husband and I care for and understand each Consultant's circumstances. We individualise their goals and guide Consultants so they can achieve success.

WHAT MAKES YOUR ANNIQUE BUSINESS UNIQUE/SPECIAL?

Our team makes our business special. We are blessed with great, motivated, dedicated and highly professional Consultants.

Each Consultant really adds value to the team, and that is really what we are, a team.

Gert and Nadine's *business.*

HOW HAS BEING AN ANNIQUE CONSULTANT CHANGED YOUR LIFE?

Annique has given us the opportunity to help people with all kinds of health problems as well as assist them to earn an extra income. We've built a lot of new, quality relationships with customers and Consultants.

WHAT IS YOUR DREAM FOR YOUR ANNIQUE BUSINESS?

Our dream is for Consultants to build businesses that are big enough so that they can have the option to be their own boss one day and in the process grow our business so that we can have that same option.

HOW DO YOU GROW YOUR BUSINESS AND WHAT IS YOUR RECRUITMENT TIP TO OTHER CONSULTANTS?

We believe in the opportunities that Annique offers. Always be enthusiastic when you share the opportunity with new prospects. If potential recruits get a glimpse of the magnitude of the opportunity and the low risk involved they will not want to miss out. The potential of what this business can become if you invest some time and energy in it excites us. It's like compound interest, but much better.

CAN YOU SHARE WITH US ONE TIP THAT HAS MADE A DIFFERENCE IN YOUR ANNIQUE BUSINESS? IT CAN BE ANYTHING FROM RECRUITING, TO ACTIVITIES, TO CLOSING THE SALE?

Care about your downline. You have to motivate and guide each Consultant. Always remember that the relationship between you and the Consultant is worth a lot more than his/her sales. Do not lose a friend because you want to build a business. Therefore it is so important to manage each Consultant as an individual.





Annique's Editor's Choice is a monthly Replique article that recognises those Consultants who go above and beyond in their businesses; those who breathe new life into old practices and pursue challenges with vigour.



This month we are recognising **Gert and Nadine de Lange**, from Bloemfontein, who talk about how they work together in the Annique business.

Their group sales grew from R26 295 in November 2017 to **R129 729** in November 2018.



My husband Gert and I met as young students at university and have been married for 6 years now.

Financially, we had a challenging start as newlyweds, which turned out to be a great blessing, because the only thing we could rely on was each other. Since then we do everything as a unit, including Annique. We support each other in all our endeavours. It can be tough to incorporate our Annique business into our full-time jobs, as both my husband and I are building up our own respective practices – I am a medical doctor and my husband is a biokineticist.

We see any business as a tree planted in our garden of life and it's important to give it water some time during the day or week. We try to attend to our Annique business in the morning before work but sometimes we have to make some time for it during the day. The reality is that if you want to make a success of something you have to make a few sacrifices. If you do what you have to do when you have to do it, the day will come when you can do what you want to do when you want to do it.

We divide our Annique business into two main categories: sales and downline management. Because I use and love most of the Annique products, I am mainly responsible for sales strategies. I also use my creativity to design summaries of the business tools, which we then use to educate our team. Gert mainly plans the structure and manages the Consultants in our downline. When each of us does what we prefer and are comfortable with, it guarantees enjoyment. The advantage of being a couple rather than just business partners is that we can fulfil these roles in a flexible and nurturing manner rather than being strict or competitive.

3-Month PLANNER

We are all about getting your business on track, so you know what to focus on in order to grow a successful brand. Use this three-month calendar, including the focus of the month, focus days as well as field activities so you can plan ahead in your business to ensure optimal sales.

Annique
HEALTH AND BEAUTY

February 2019

Focus of the Month

- 1 **Moisturisers:** The product focus for the month is moisturisers. You will find a great article in the Replique about why moisturising is so vital for your skin, what makes Annique's moisturiser unique, and more
- 2 **Healthy Lifestyle Awareness Month:** Find out why you should be drinking Rooibos as part of a healthy lifestyle. See the Replique for details
- 3 **Valentine's Day:** It's the month of love with Valentine's Day celebrated on 14 February. Find a delicious Valentine's themed recipe in the Replique

Focus Days

- Lifestyle** **Start a Slimming Club:** Keep your customers' weightloss momentum going and start a Slimming Club. You will find great tips on the Webstore on how to get started
World Cancer Day: An international day marked on 4 February to raise awareness of cancer and to encourage its prevention, detection, and treatment. Use the Annique products to promote this day in your business
- Skincare** **Skincare:** Focus on skincare this month by hosting a Pamper Party or Hand Pamper Party. Use the Annique website for a free skincare assessment

Field Activities

- Lifestyle** **Shake Tasting:** Not only do Annique's Lifestyle Shakes taste great, they have amazing nutritional benefits. Incorporate a Shake Tasting as part of Healthy Lifestyle Awareness Month
- Skincare** **Hand Pamper Parties:** Find a step-by-step guide on how to host a Hand Pamper Party in the Replique
- Business** Host a **Couple's Opportunity Meeting** in your team

March 2019

Focus of the Month

- 1 **ATM:** 9 and 16 March (see the Replique for more details)
- 2 **School Holidays:** Read the Replique article on how to get sales in the school holidays

Focus Days

- Skincare** **Host a Pamper Party:** Focus on anti-ageing skincare
- Lifestyle** **World Kidney Day:** In celebration of World Kidney Day on 14 March, read the Replique article on how Rooibos and Annique are beneficial for kidney health

Field Activities

- Sales** **Country-wide ATMs**
- Business** Host an evening **WOW Meeting** in your group. Invite teachers as they are free in the school holidays

April 2019

Focus of the Month

- 1 **Health Awareness Month**
- 2 **Annique's birthday month:** It's Annique's 48th birthday. Find leadership tips and advice from Annique founder Annique Theron and Managing Director Annalie Grobbelaar in the Replique

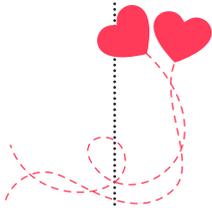
Focus Days

- 1 **Easter**
 - 19 April – Good Friday
 - 22 April – Family Day
- 2 **World Health Day** (7 April)

Field Activities

- Lifestyle** **Tea Tasting** in your group
Host a wellness day or **Wellness Wednesday**
- Business** Host a **WOW Meeting** with an Easter theme

Sunday	Monday	Tuesday	Wednesday	Thursday	Friday	Saturday
27	28	29	30	31	1	2
			<ul style="list-style-type: none"> • DEADLINE Registration of new Consultants. • All Registrations received before 12:00 with order and proof of payment attached will count towards your January recruits. EFT/CC payment. • Registrations after 12:00. • Keep the momentum going and bring new Consultants into your business, we will register them. These recruits will then count towards your February recruitment target and will be processed on 1 February 2019. 	<ul style="list-style-type: none"> • Links of February Replique and Beauté sent to field. • 14:00 DEADLINE for monthly sales figure for January. • All orders received before 14:00 with proof of payment attached will count for January Sales Figure, including EFT/ Excel/Webstore Orders. • Note: Allow at least 72 hours (excluding weekends) on the Webstore EFT orders in order for it to be processed to our bank successfully and count towards your January monthly Sales Figure. • Orders after 14:00 Continue your shopping, from the January Beauté until 23:59 including EFT/ Excel/Webstore Orders. • Remember to attach your proof of payment to your order. Order will count towards your February sales figure. 	<ul style="list-style-type: none"> • Campaign 8 (Feb) Opens • Webstore back online at 08:00 am. • Additional Discount figures available from 09:00 am. 	
3	4 World Cancer Day	5	6	7	8	9
10	11	12	13	14 Valentine's Day	15	16
17	18	19	20	21	22	23
			<ul style="list-style-type: none"> • Skincare Training at Home Office. Book at events@annique.com • Lifestyle Training at Home Office. Book at events@annique.com 		<ul style="list-style-type: none"> • March Replique and Beauté available to order. 	
24	25	26	27	28	1	2
			<ul style="list-style-type: none"> • DEADLINE Registration of new Consultants. • All Registrations received before 12:00 with order and proof of payment attached will count towards your February recruits. EFT/CC payment. • Registrations after 12:00. • Keep the momentum going and bring new Consultants into your business, we will register them. These recruits will then count towards your March recruitment target and will be processed on 1 March 2019. 	<ul style="list-style-type: none"> • Links of March Replique and Beauté sent to field. • 14:00 DEADLINE for monthly sales figure for February. • All orders received before 14:00 with proof of payment attached will count for February Sales Figure, including EFT/ Excel/ Webstore Orders. • Note: Allow at least 72 hours (excluding weekends) on the Webstore EFT orders in order for it to be processed to our bank successfully and count towards your February monthly Sales Figure. • Orders after 14:00 Continue your shopping, from the February Beauté until 23:59 including EFT/ Excel/Webstore Orders. • Remember to attach your proof of payment to your order. Order will count towards your March sales figure. 	<ul style="list-style-type: none"> • Campaign 9 (Mar) Opens. • Webstore back online at 08:00 am. • Additional Discount figures available from 09:00 am. 	



Host a FUN Annique PAMPER PARTY

3 benefits

- 1 Potential new Recruits
- 2 Product sales
- 3 Promoting your business



Host a Pamper Party in **FEBRUARY** and buy the **Injoi EDP 50ml for R149 (non-discountable)** with purchases of R2 500 or more. *Limited to five per Consultants per month.*

Invite five or more friends to your own Annique Pamper Party where you can experience and enjoy many of Annique's exciting products in a relaxed atmosphere. An experienced Annique Consultant will demonstrate and recommend the skincare products that are ideal for your skin type.

Hostess Gift/Kit Filler

Injoi EDP 50ml

ONLY **R149**

Save R490
VALUE R639

3 1 0 6 0 7 9

Invitation

Annique
HEALTH AND BEAUTY

TEAM MEETING

We create winning teams.

2019

**Saturday
9 March 2019**

Location:

✿ **Gauteng**

Birchwood Hotel, 14 View Point Road,
Bardene, Boksburg

✿ **Cape Town**

GrandWest Casino, 1 Jakes Gerwel Drive,
Goodwood, Cape Town

✿ **Bloemfontein**

NG Kerk Hugenoot Gemeente,
corner of Normandie Avenue and Picardy Street,
Bayswater, Bloemfontein

**Saturday
16 March 2019**

Location:

✿ **Namibia**

Safari Hotel, corner of Auas and Aviation Street,
Windhoek, Namibia

✿ **Port Elizabeth**

Elizabeth Place, 14, 20 Pickering Street,
Newton Park, Port Elizabeth

✿ **Kwa-Zulu Natal**

Salt Rock Hotel, 59 Basil Hulett Drive, Salt Rock,
Dolphin Coast.

Early Bird Ticket:

R70 confirmed & paid
on or before
Friday, 8 February 2019

Time:

08:30 for 09:00 - 13:00

Limited
**SEATS
AVAILABLE!**

**Bookings
only on the
webstore**

Standard Ticket:

R100 confirmed &
paid
after Friday,
8 February 2019

**BOOKINGS
will close**

by 15:30 on Friday,
22 February 2019

What to expect

Exciting Product Launches

Business Growth Ideas

Powerful Testimonials

Overseas Incentive Destination 2020 Launch

Lucky Draws

Arrival

Enjoy Annique Rooibos Lifestyle
Shake and Teas on arrival

Tea Break

Enjoy a light snack together with
Annique Rooibos Lifestyle Shake
and Annique Iced Tea

Dress Code

Smart casual with
a sophisticated
and elegant feel



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