

waytoGROW

Dec. 1, 2011 – Feb. 29, 2012

The challenge continues! Independent Sales Directors and Independent Beauty Consultants can be rewarded during *You Can Do It!* SM Career Conference 2012 for unit growth. Rewards are based on increasing the unit's size by 10 percent each month from Dec. 1, 2011 – Feb. 29, 2012.

Career Conference Rewards



Way to Grow
Luncheon bonus bracelet

Independent Sales Directors who complete their *Way to Grow* goal at least **two** of the three months from Dec. 1, 2011, to Feb. 29, 2012, will receive an invitation to the *Way to Grow* Luncheon and a name badge ribbon – **along with all of their contributing unit members** with at least one new active[®] personal team member. Plus, all luncheon attendees will receive a one-of-a-kind bonus bracelet that reflects the spring product promotion.

Independent Sales Directors who complete their *Way to Grow* goal all**three** months also

Bangle Bracelet Rewards

Each month in which an Independent Sales Director achieves her *Way to Grow* goal, **each contributing unit member** will receive a glamorous bangle bracelet for every new active[®] personal team member she adds! The bracelets come in three coordinating designs that can be worn alone or together for maximum impact. For example, if a unit member adds three new active[®] personal team members in December, and the unit has achieved the December *Way to Grow* goal, she'll receive all three bracelets. Add more and receive more bracelets! *Note: Bracelets will be earned and mailed in this consecutive order: 1) silver bangle 2) rose-gold bangle 3) yellow-gold bangle. The pattern will repeat as more bracelets are earned.*

Independent Sales Directors also will receive a bangle bracelet for each new active[®] personal team member they add each month when their monthly *Way to Grow* goal is achieved.



Coordinating bangle bracelets

Know Your Goal

It's easy! Independent Sales Directors can view their goal by [clicking here](#). The monthly unit goal will be calculated based on the number of nonterminated unit members as of the beginning of each month.* Please note that the monthly goal should be rounded to the nearest whole number. For example, if your *Way to Grow* goal is 1.4 new unit members, you need only add one. If your *Way to Grow* goal is 1.5 new unit members, you must add two. Also, a minimum of 24 unit members will be required to achieve the *Way to Grow* goal and receive rewards.

Remember, it's up to each Independent Sales Director to communicate the unit's *Way to Grow* goals and keep her unit informed on the progress.

Make it your passion to pass on the dream!