

Get the Most Value for your Money!

I'm the type that will calculate the cost of individual items in a McDonald's value meal to see if it actually is cheaper to order the Value Meal or the items separately...I may only save \$.10, but it's mine. You can call me cheap, frugal, or just plain determined to get the best bang for my buck! I personally use this same approach when conducting my CTMH business. Remember, this IS a business, so why squander money unnecessarily... this applies to our Hobbyist Consultants as well, so please read!!

Earmark or print the COMPENSATION section of the Consultant Manual! I refer to this several times a month to make sure I don't miss an important level for compensation or Select Product Credit!

Monthly Personal Sales	Base Commission	Override Commission	SPC Commission	Total Commission
\$150-\$399.99	22%	-	\$5	22% + \$5 SPC
\$400-\$599.99	22%	-	\$25	22%+\$25 SPC
\$600-\$799.99	22%	-	\$50	22% + \$50 SPC
\$800-\$999.99	22%	-	\$75	22% + \$75 SPC
\$1,000 - \$1,999.99	22%	8%	\$75	30% + \$75 SPC
\$2,000 - \$2,999.99	22%	11%	\$75	33% + \$75 SPC
\$3,000+	22%	13%	\$75	35% + \$75 SPC

NOTE the SWEET Spots...\$400 gets you \$25 in SPC vs \$5; \$600 brings it to \$50 SPC; \$800 bumps you to \$75 SPC and \$1000 bumps your commission up to 30% (an extra \$80+ cash in your commission check!!!)

If you signed to get the discount...get the biggest discount you can! Here are my tips that apply to EVERYONE!

Be sure to read the file I've created about Order Entry. It shares my personal "narration" on how to save money and get the most bang for your buck! Here are a couple of extra tips in a nutshell:

- 1) When at all possible, place all orders as gatherings! Don't miss the Hostess Rewards!!
- 2) Look at the Compensation Plan and be aware of the levels! You can earn \$5 - \$75 in Select Product Credit from CTMH that accrues in an account for you! Spend it as you earn it, or save it to purchase all the new papers at the next Idea Book launch!! Don't miss the next level of SPC by a couple dollars just because you weren't paying attention to the Compensation Plan levels!!
- 3) Be aware of your monthly sales!! \$300 is the minimum quarterly goal we aim for, so why submit \$298 in a month? Go ahead and add a sponge or marker to get you to the \$300, that way you know you're covered if something else were to come up that quarter! (PLUS, it makes you eligible for our monthly team incentives!!)
- 4) Take advantage of CTMH specials/incentives!! I'm probably a bit over-the-top on this, but consider this...if you know your family eats Frosted Flakes and they go on sale for \$.75 a box, do you buy a single box? Well, I don't, I'll buy a case or two (after checking the expiration date) because I know my family eats them, I know I'll be buying them at a later date, so why not stock up now while it's on sale...and for that price, I'm more than happy to give them away if we get tired of them! So when CTMH has a sale, if you know you or your customers will use the items, take advantage of it, giving you the opportunity to make more money down the road or use them as incentives for hostesses or customer purchases!! (Check out the Clearance section of our shopping website...great products for as little as \$1, these could go in a basket as gifts for everyone that brings a new friend to a gathering, club or crop!!)
5. Order from yourself!!! There are times when a product you're seeking for a customer is no longer available, so you find another consultant to purchase it from. If you're able to negotiate a "swap", that's a great way to go!! (i.e. a customer wants a retired Workshop on the Go, see if the consultant who has it would be willing to swap you for a current Workshop on the Go...this gives them fresh product and gives you sales!!) If you want a smaller amount of a product, see if your customers would like to participate in a group buy-in (i.e. 5 people each pay \$7 to receive 1 yard of each of 6 Shimmer Trim colors). This gives you the sales, while giving them a sampling of the product collection! Or arrange a swap with fellow team members, where you each buy 1 of the items, then divide and swap them among each other. This way each consultant gets their own sales, but can trade among each other for usable samplings of the other products!!