

Is Scentsy for me?

Questions & Answers

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Joining Scentsy can be one of the best decisions you'll ever make! As a Scentsy Fragrance Consultant, you'll have the chance to earn extra income while enjoying flexible hours and the satisfaction of connecting people with products you believe in. Here are some FAQ's:

Q: I'm not really a salesperson. Can I still be good at this?

A: At Scentsy, it's all about relationships, not hard sell tactics. If you enjoy socializing and sharing Scentsy products with friends and family, you have all the qualifications you need to succeed.

In fact, the complete lack of sales pressure and the simplicity of our products are the main reasons so many Scentsy customers decide to become Consultants. They find themselves enjoying a party experience instead of having to sit through a typical sales presentation and suddenly realize, **"Hey — I CAN do this!"**

Q: What are the advantages of direct selling?

A: The freedom of being your own boss, the flexibility to set your own schedule and work as many (or as few) hours as you choose, and the limitless potential for success are just a few of the reasons people take up direct selling. And anyone can do it! You don't need a degree or a background in sales or a big chunk of start-up capital. Direct selling is an easy, enjoyable way to earn extra income.

Q: Why should I join Scentsy instead of another direct selling company?

A: As a Scentsy Consultant, you'll have the opportunity to enrich lives through amazing fragrance all while building your team to support your efforts.

Scentsy is an active member of the Direct Selling Association (DSA), an industry organization founded to promote and uphold the highest level of business ethics and service to consumers. Our affiliation with the DSA means you can be confident about doing business with a trustworthy company.

Q: How do I get started?

A: Call me on 642 88 77 63 or visit www.geraldinescott.com click JOIN and sign up online. Scentsy will send your

Scentsy Fragrance Starter Kit for just €99. It includes tester fragrances, business supplies, and demonstration products. The starter kit on its own is almost €300 worth of supplies (if purchased separately). As your Sponsor I will help you get started and show you how to make the most of Scentsy's training and support tools. I will also help you with social media posting, ideas, blogs and anything else that you need to build your business. As a former HR professional and trainer will help you sort out the best working practice for wherever you're based in the world.

Q: How much can I expect to earn?

A: The amount you can earn depends completely on how much time and energy you want to invest. Consultants make 20 to 25 percent commission on their PRV (personal retail volume) as well as additional bonuses on the sales of other Consultants they sponsor. Some of our Consultants opt to sell just enough for a little extra pocket money, while our SuperStar Directors can make six-figure incomes per year.

Q: What other benefits does Scentsy offer to Consultants?

A: Every Scentsy Consultant gets a free website for three full months (and €12 per month after that), a free online Workstation to organize and run their business, no inventory to manage and no credit card fees.

Q: What kind of support and training does Scentsy provide?

A: At Scentsy, Consultants are truly sponsored and mentored, not just recruited. Along with support from your Sponsor and your up line Director (your Sponsor's Sponsor), you'll get access to web-based training tools and an online forum for connecting with fellow Consultants. In addition, Scentsy will send you a Scentsy Family Consultant Guide, promotional products, and marketing tools. Scentsy's fully-staffed Consultant Support

Department is available every weekday. We also hold an annual Scentsy Family Reunion and seasonal training and networking events.

Q: Are there any scripts to memorize or a dress code for parties?

A: Definitely not! We do provide great training tools and advice on how to have a successful party, but the way you run your parties — and your business — is entirely up to you. From formal presentations to completely unstructured gatherings to one-on-one visits, the choice is yours. We intentionally keep our product line and pricing simple because that makes it easy for our Consultants to relax and be themselves.

Q: Will I be obligated to meet any sales quotas?

A: Consultants are encouraged to be engaged and actively participate in their Scentsy Family business. Scentsy processes account cancellations on the 1st of every month for those accounts that have not generated sales resulting in 150 points or more in PRV in at least one calendar month in a rolling three-month period.

Q: What if this just doesn't work for me?

A: At Scentsy we realize that, even with the best of intentions on both sides, not all partnerships are meant to be. As a Consultant or a Host you're free to leave Scentsy at any time. There is no cancellation penalty. **Below is our Compensation Plan:**

Compensation Plan



Being a Scentsy Consultant allows you to have a flexible schedule and set your own goals. No matter what your background is or how many hours you wish to work, you can have a successful Scentsy business that fits your lifestyle! Scentsy's Compensation Plan offers commissions on personal sales and leadership bonuses as you build a team. For detailed information on Scentsy's Compensation Plan, go to the Training link on your Workstation.

COMPENSATION PLAN															
* Lifetime Personal Retail Volume, must be attained before rank advancement	Monthly						Title								
	Personal Retail Volume (PRV)	Group Wholesale Volume (GWV)	Team Wholesale Volume (TWV)	Active Frontline Consultants	First Generation Directors	Commission from Personal Retail Volume	Bonus from Personal Wholesale Volume	Frontline Essential or Certified Consultant TWV Bonus	Frontline Lead Consultant TWV Bonus	Frontline Star Consultant TWV Bonus	Frontline SuperStar Consultant TWV Bonus	Frontline Director (Q) TWV Bonus	1st Generation Director TWV Bonus	2nd Generation Director TWV Bonus	3rd Generation Director TWV Bonus
SuperStar Director	300	80,000	10,000	3	4	25%	9%	9%	7%	5%	2%	3%	3%	4%	5%
Star Director	500	30,000	6,000	3	2	25%	9%	9%	7%	5%	2%	3%	3%	4%	
Director	500	10,000	2,000	3		25%	9%	9%	7%	5%	2%	3%	3%		
SuperStar Consultant	500	6,000		1		25%	7%	7%	5%	3%					
Star Consultant	500	2,500		2		25%	4%	4%	2%						
Lead Consultant	500	1,000		1		25%	2%	2%							
Certified Consultant	1,000*					25%									
Essential Consultant						20%									
RANK	RESPONSIBILITIES					REWARDS									

To determine the percentage you will be paid on your commission and bonuses, first determine your rank for the month, then look across the chart to find the title held by your Frontline Consultants.

You are paid according to your own rank and the title(s) of the Consultant in your frontline. Make sure you ask your Sponsor or Director to best understand the Compensation Plan.

- It is illegal for a promoter or a participant in a trading scheme to persuade anyone to make a payment by promising benefits from getting others to join a scheme
- Do not be misled by claims that high earnings are easily achieved.

Scentsy has absolutely changed my life here in Spain. I am excited by the endless possibilities for growth with my business. I love being my own boss, working in my own time, and sometimes in my pj's, and then getting a bit pretty to go and hang out with fun people sharing the amazing Scentsy products that I love and believe in. It's totally an option to build a business, big or small and take some amazing trips with the Scentsy Incentive package which is always amazing!

What now?

Well, if you like what you've read and you're raring to get going, call me now and let's show you how Scentsy can enhance your life!

Warmest wishes!

Geraldine