

Get ready to  
**Magnify** YOUR LIFE!

**Welcome to the beginning of your new business!**



Hey there, It's Nancy!

You've taken the bold steps to start a new journey with Jordan Essentials and I want to be the first person to say thank you and welcome. While I wear many hats, at Jordan Essentials, I am first and foremost your advocate and friend.

From the day I started the company in 2000, I dreamed of a mission and purpose larger than myself. I was driven by my desire to help busy women earn an income while fulfilling other priorities in their lives. And now here you are. This business will not only give you the opportunity to generate income by sharing the products you love, but you will also be making a difference by helping people live healthier lives.

While Jordan Essentials can help you achieve what you want out of life, the details of what a better life looks like are completely up to you. This is YOUR business, YOUR way. Whether you are looking for a part-time or a full-time income, we are committed to lifting-up, celebrating, and honoring your accomplishments. Here you will find an inclusive community of people who want to see you succeed.

The materials in your kit are not only to welcome you to our amazing community but also to help get you started. You'll find additional resources and information in the JE App called Jordan Central.

Our honest and personal approach means that you are never alone in this business. We cheer for each other, share knowledge, and always make time for fun. So, take a deep breath, SMILE, and get ready to have fun sharing products you can be confident in.

I'm so glad you are!

*Nancy*

"You don't have to be great at something to start, but you have to start to be great at something"

– Zig Ziglar



# 50 *in* 5

## 50 CONTACTS IN 5 MINUTES

The more you share your business, the faster your business will grow. Starting with a base of 50 names gives you a great start to sharing quickly. Sound difficult to come up with 50 names? Not really... give it a try below and you will be pleasantly surprised at how quickly you can!

5 Relatives					
5 Friends					
5 Co-Workers					
5 Neighbors					
5 Contacts from Church					
5 Social Group Contacts					
5 Contacts through Children					
5 Contacts from the places you do business					
5 Significant Other's Co-Workers					
5 People you send Holiday Cards to					

Remember to include close friends and relatives out of state. They can visit your website and view information on Facebook too! No one is ever insulted by an invitation!



# Your JUMP START

Rewards Bonus 100 days of perks



(Day 1-20)

Take your New Business ON THE GO & share your success with your **“Making a Difference”** New Consultant 20oz Exclusive Tumbler.

Submit \$200 PV



## 5 STEPS FOR NEW JORDIE SUCCESS

- Set up shop
- Shout it out
- Start with products
- Share daily
- Show the JE way



(Day 1-40)

\$50 J Bucks

Submit \$500 PV



JE Spa Tote

Close your first qualified party \$200 +



(Day 1-100)

\$100 J-Bucks

Submit \$1000 PV



An additional \$100 J-Bucks

Submit \$2000 PV



## SPONSOR BONUS

\$25 J Bucks

For every New Consultant you personally sponsor who achieves Jump 40



## SPONSOR YOUR FIRST NEW JORDIE

(Day 1-100)



“Making a Difference” Logo Apron

when they achieve Jump 40

## SUCCESS

(Day 1-100)

Silver Key Award

ACHIEVE STAR 3



YOU!

Personal Sales (PV) \$400



\$200



\$200

TEAM TOTAL (GV)



- J-Bucks rewards can be redeemed for products and exclusive sales tools you choose. Just log in and start shopping. Volumes are cumulative.
- You can earn all **Jump Rewards** in your first 20 days.



# GUIDE TO YOUR *Compensation*

## ***Let's Talk About The Income Potential***

One of the reasons we start our own business is to create the income that we want and how we want it. The power is really all in our hands.

Your Personal Sales are the KEY to unlocking your income potential. Making a plan to reach your desired income will help guide you along the path to reaching your goals. At Jordan Essentials, we coach each host to reach a \$500 retail sales party. Some parties are much higher than that. Based on a \$500 party, below are a few examples of how many parties you should plan to book and hold each month to reach your desired income based on your Personal Sales alone.

Do something  
**TODAY** that your  
future self will  
thank you for.

### **YOU WILL EARN 25% COMMISSION ON YOUR SALES RIGHT AWAY.**

Your commission can increase based on your own personal sales - all the way up to 35% based on your personal sales volume.

Earn <b>\$300</b> Per Month = Hold 2 <b>\$500</b> Parties \$1000 PV x 30% = <b>\$300</b>
Earn <b>\$600</b> Per Month = Hold 4 <b>\$500</b> Parties \$2000 PV x 33% = <b>\$660</b>
Earn <b>\$1000</b> Per Month = Hold 6 <b>\$500</b> Parties \$3000 PV x 35% = <b>\$1050</b>

Let's Make a Plan!

I want to earn \_\_\_\_\_ each month.

I need to book and hold \_\_\_\_\_ Parties each month.

The above income examples are based on your personal sales only. As you begin sharing the business opportunity with others and building a team, your income potential can grow exponentially.

Your compensation chart on the next page reads from left to right and then top to bottom. The top of your compensation plan tells you what you need to do to earn what's on the bottom of the compensation plan.

# Career & Compensation Plan



*Success Coach*

QUALIFICATION	EC	Star 1 S1	Star 2 S2	Star 3 Team S3	Associate AD	Director DIR	Diamond DD	2 Diamond 2DD	3 Diamond 3DD	4 Diamond 4DD	5 Diamond 5DD
Personal Commissionable Volume (PV)		\$200	\$300	\$400	\$600	\$800	\$800	\$800	\$800	\$800	\$800
Bonus Qualifying Legs (\$200 PV)		1 Q Leg	2 Q Leg	2 Q Leg	3 Q Leg	4 Q Leg	4 Q Leg	4 Q Leg	4 Q Leg	4 Q Leg	6 Q Leg
Personal Group Volume (GV)				\$1,000	\$3,000	\$5,000	\$5,000	\$5,000	\$5,000	\$5,000	\$5,000
Total Downline Volume (DV)								\$24,000	\$60,000	\$120,000	\$200,000
Structural Requirements							1 DIR Leg	2 DIR Legs	3 DIR Legs (1 DD Legs)	4 DIR Legs (2 DD Legs)	5 DIR Legs (3 2DD Legs) & More Qualifications
<b>COMPENSATION</b>											
Retail Profit (Active) %	25%	25%	25%	25%	25%	25%	25%	25%	25%	25%	25%
Power Seller Bonus 1 (\$1,000) PV	5% (30%)	5% (30%)	5% (30%)	5% (30%)	5% (30%)	5% (30%)	5% (30%)	5% (30%)	5% (30%)	5% (30%)	5% (30%)
Power Seller Bonus 2 (\$2,000) PV	8% (33%)	8% (33%)	8% (33%)	8% (33%)	8% (33%)	8% (33%)	8% (33%)	8% (33%)	8% (33%)	8% (33%)	8% (33%)
Power Seller Bonus 3 (\$3,000) PV	10% (35%)	10% (35%)	10% (35%)	10% (35%)	10% (35%)	10% (35%)	10% (35%)	10% (35%)	10% (35%)	10% (35%)	10% (35%)
Level 1 Overrides		5%	7%	9%	12%	12%	12%	12%	12%	12%	12%
Level 2 Overrides				3%	6%	6%	7%	7%	7%	7%	7%
Level 3 Overrides					3%	5%	5%	5%	5%	5%	5%
Level 4 Overrides											
Group Volume Override						2%	2%	2%	2%	2%	2%
Generation 1							4%	4%	4%	4%	4%
Generation 2								4%	4%	4%	4%
Generation 3									4%	4%	4%
Generation 4										4%	4%
Generation 5											4%
Rank Advancement Bonus*				\$250	\$500	\$1,000	\$1,500	\$2,000	\$5,000	\$7,500	\$10,000

AUGUST 2022

\*Must earn paid as rank 3 months in a row.  
Can be earned once per rank only.



# RANK PERKS:

Move up with JE and enjoy more perks of your rank at each level.

JORDAN ESSENTIALS		★		★★		★★★		👑		👑		💎		💎		💎		💎	
RANK	EC	S1	S2	S3	AD	DIR	DD	2DD	3DD	4DD	5DD								
Rank Advance Bonus Cash*				\$250	\$500	\$1000	\$1500	\$2000	\$5000	\$7500	\$10,000								
Newsletter Recognition	•	•	•	•	•	•	•	•	•	•	•								
Jump Start 100 Days	•																		
JV Pinning and Stage Walk				•	•	•	•	•	•	•	•								
Personal Welcome with Nancy & Director Logo Tumbler						1 Time													
PRO Version FREE Paid as Directors						•	•	•	•	•	•								
Summit Leader Invite						•	•	•	•	•	•								
Director Event Jordanvention						•	•	•	•	•	•								
Success Coaches FB Group with Leader Live Each Week						•	•	•	•	•	•								
Diamond Zone FB Group with Extra Perks							•	•	•	•	•								
Diamond Zone Photo Home Office							•	•	•	•	•								
<b>CEO CIRCLE</b>																			
CEO Circle Monthly Zoom								•	•	•	•								

\*Must earn paid as ran 3 month in a row. Can be earned once per rank only.

# 5 Steps

## TO NEW JORDIE SUCCESS

### STEP 1: SET UP SHOP!

Before your kit arrives, you can download the Jordan Central app from either Android or iPhone app stores and set up your social media accounts and begin sharing Jordan Essentials. You'll want to spread the word right away about your fun, new side gig and your first parties and events. Prepared posts are ready for you to share!

Set up your consultant office. Use your consultant ID and password from your welcome email and log into your back office dashboard at [www.jordanessentials.com](http://www.jordanessentials.com). Your consultant ID and password also give you access to your Jordan Central app.

- Know your **Jump Start dates!** Grab the Jump Start program flier and make plan with your sponsor to get the 20 day tumbler!
- Facebook User? Make sure to **create a private VIP group** for your customers to connect with you.
- Join the **JE Consultant Community Facebook group**.
- Set your **Launch Party/Event dates** and/or join your upline's Mega Party!
- Ready to earn 25-35% on everything you sell? **Set up your banking info**.
- Make sure you're taking advantage of your **FREE three months website and backoffice**.

### STEP 2: SHOUT IT OUT!

Once your gorgeous green box arrives Go LIVE in your VIP Group.

Invite your family and friends to join your VIP Group for an "Open the Box" reveal, where you open your Business Kit LIVE on Facebook.

- **Pull all your products** out of the box and open a few to smell and ooh and ah over.
- **Share** the Host Rewards Plan!
- **Ask** who'd like some samples to try!
- You can also do this live and in-person, too!

### STEP 3: START WITH PRODUCTS!

- **BE A PRODUCT OF THE PRODUCT AND USE YOUR PRODUCTS TO MAKE YOUR OWN STORY TO SHARE WITH OTHERS. TRY THE FACE CARE, USE THE LOTION, APPLY THE STICK ETC.**
- **Share your samples!** Ask someone if they would like to try some amazing natural bath and body products. Always get a name and number to follow up.
- **Know the Host and Consultant specials!** Let people know they can get a \$5 special when they spend \$50 and offer the host special and rewards packages. *See JEU for more scripts and booking ideas.*

### STEP 4: SHARE DAILY!

- **Connect in your VIP group** and share daily what you love about being a Jordie and sharing these products. Try engagement posts found in JE University your online marketing library.
- **Do a review** on social media of your favorite product from your kit.
- Make some phone calls and text messages to invite people to try your products.
- **Hand out samples** to close friends and family with a catalog.
- Follow up with anyone who's placed orders and share the benefits of booking their own party/event.
- Your goal is to keep adding parties/events to your calendar.

### STEP 5: SHOW THE JE WAY!

Invite friends to join you and learn more about becoming a Jordie!

- Close your parties/events before Jump 20 and/or Jump 40 to earn all your rewards and your income, too!

*Be sure to check out the detailed information in the New Consultant section of the Jordan Central app.*