



# **New Consultant Toolkit**

**MARCH 2024**



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# Let's Get Started

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watch + learn

# Welcome to Jordan Essentials!

## Get Ready to Magnify Your Life!

Welcome to the beginning of your business, New Jordie! 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 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.

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're here!**

*Nancy*

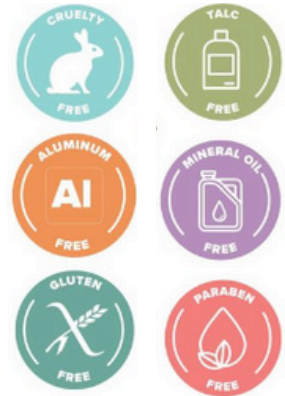
# Product Promise

## MISSION

**Joy to the world through magnesium-powered wellness, simple essential oils, & beneficial botanicals!**

All ingredients are carefully selected and lovingly blended in fresh batches in Nixa, MO.

For over 20 years, we have been making products that feel great, smell great and work great! they never contain potentially harmful ingredients so you can feel confident that they are safe for you and your family.



## The best way to experience Jordan Essentials is to use the products!



[Learn More about the Products](#)

Here are a few quick swaps to make right away in your own home:


- Begin using lotion bars and lotions.
- Swap out your hand soap.
- Swap out your body lotion.
- Swap out your facecare products.
- Swap out your bar soap and/or shower gel.
- Swap out your deodorant.
- Swap out your shampoo and conditioner.
- Swap out your makeup.

**As you begin using Jordan Essentials products in your own home, you'll be able to share your own story with your customers.** As a bonus, you'll be saving money!

A great way to experience Jordan Essentials is subscribing to the Joyful Jordan Box. It's a \$40 value for just \$29. Not only will you be surprised with fun products each month, but you'll have some great products to try yourself or gift to your customers.



# Launch Checklist

- Review New Consultant Toolkit
- Review New Jordie Onboarding Booklet
- Join the JE Consultant Community Facebook group.
- Set up your consultant office. Use your ID and password from your welcome email and log into your back office dashboard at [www.jordanessentials.com](http://www.jordanessentials.com)
- Review Jump Start Rewards
- Set up Success Strategy call with your Upline/Sponsor
- Set your first 3 Jump Start goals
- Pick Your Path to Launch and share with your Upline/Sponsor
- Make a List
- Share teaser(s) on social media
- Share announcement(s) on social media
- Begin your 15 Day Social Selling Launch
- Personally invite connections to learn more about JE
- Achieve 1st Period Goals (30 Days) - Sell \$250 and earn the JE Tumbler!
- Achieve 2nd Period Goals (60 Days) - Keep working toward your goals!
- Achieve 3rd Period Goals (90 Days) - Last Chance to earn Jump Start Rewards!
  
-  **You did it! Text your upline/sponsor your completed checklist and chat about what is next!**

# Let's Talk About Your Why

A “WHY” is the purpose, cause, or belief that motivates you and you alone. It is the driving force behind your decision to start on your Jordan Essentials journey. Your WHY will be very personal to you. Your WHY is what keeps you going on the good days and the days when things aren't so good (... they happen, right?).



Be curious with yourself as you reflect on your why. Channel your inner-toddler that continually questions, “but why” and “but why” and “but why” and dig deep into why you're motivated to be successful at Jordan Essentials.

## LET'S REFLECT AND FIND YOUR WHY:

**The reason I joined Jordan Essentials is:**

**My 'Why':**

**My personal and professional goals include:**

Your WHY may come to you immediately or it may take some reflection. Once you've identified your why, it's YOURS. All YOURS. Own that WHY!! Keep in mind that your WHY will be something that you'll go back to over and over again often and it might even change from time to time.

*Whether it's because you love the products, the health-centered mission or want to earn extra income, writing it down is your most important step!*

# Let's Start Strong

JUMP START REWARDS

LET'S SET YOUR FIRST GOALS

LET'S MARK THE CALENDAR

LET'S MAKE A LIST

SET UP YOUR SOCIAL CHANNELS



watch + learn



# Let's Start Strong

## JUMPSTART REWARDS

Take a peek at the Jumpstart Rewards! What are you most excited about earning?

	My Start Date	My 30 Days End	My 90 Days End
30 Day Bonus	<b>Level 1</b>	Sell <b>\$250</b> In PV	Exclusive Jordan Essentials Jump Start Tumbler 
	<b>Level 2</b>	Sell <b>\$500</b> In PV	Grab and Go Jump Start Tote Perfect for promoting your new business! 
90 Day Bonus	<b>Level 3</b>	Sell <b>\$1,000</b> In PV	Serum Trio! \$135 value 
	<b>Level 4</b>	Sell <b>\$2,000</b> In PV	Cash Rebate equal to the cost of the kit you purchased, up to \$99. 

You can earn every level! Check your start date and make a plan to earn all in 90 days!

Bring A Friend Bonus:	Silver Key Bonus:
Earn \$25 J Bucks for every New Consultant you personally sponsor who achieves Level 2	When you promote to Star 3 in 90 days earn this special charm! 

\*PV is defined as Personal Sales Volume.

# Let's Set Your First Goals

Your first 90 days at Jordan Essentials give you the opportunity to build momentum in your business. It's important to jump right in and get started.

To hit these big goals, let's map out your plan!

## First 30 Days:

During my first 30 days at Jordan Essentials, I want to earn:

- \$250 - Free JE Jumpstart Tumbler!
- \$500 - Free Grab & Go Jumpstart Tote!
- \$1000 - Free Serum Trio (\$135 value!)
- \$2000 - Cash Rebate on Starter Kit (up to \$99!)

**I WILL ACCOMPLISH THIS GOAL BY:**  
(30 days after business begins)

**WITH MY INCOME THAT  
I EARN, I PLAN TO:**



*Jumpstart and Goal Setting*



# Let's Set Your First Goals

## First 60 Days:

Over the next 30 days, in my first 60 days of Jumpstart at Jordan Essentials, I want to earn:

- \$500 - Free Grab & Go Jumpstart Tote!
- \$1000 - Free Serum Trio (\$135 value!)
- \$2000 - Cash Rebate on Starter Kit (up to \$99!)

**I WILL ACCOMPLISH THIS GOAL BY:**

(60 days after business begins)

**WITH MY INCOME THAT I EARN, I PLAN TO:**

## First 90 Days:

- \$500 - Free Grab & Go Jumpstart Tote!
- \$1000 - Free Serum Trio (\$135 value!)
- \$2000 - Cash Rebate on Starter Kit (up to \$99!)

**I WILL ACCOMPLISH THIS GOAL BY:**

(60 days after business begins)

**WITH MY INCOME THAT I EARN, I PLAN TO:**

# Let's Mark the Calendar

Life is busy, we get it! We all only have 24 hours in the day. And, the absolute beautiful thing about your Jordan Essentials biz is that it's flexible. But the downside of a 'flexible' activity, is it often gets pushed to the side. Let's be intentional with your time to make the most out of your biz, and work it around your schedule!

Here are some top tips for managing your time:

**Be Intentional:** Take time to plan when you plan to work your biz. Make an appointment on your calendar to work your business each day, and stick to it – even if it is just 20-minutes each day.

**Put it on the calendar:** Start with blocking out when you CANNOT work your business. Put all things on your calendar - work, holidays, date nights, kids activities, travel time, etc. - and then look for the pockets of time when you CAN work. Circle those and make that your work time.

**Don't Cancel on Yourself:** Just like any other appointment on your calendar, don't cancel. Stick to the time you've set aside.

**Make the Most of Your Time:** Prioritize money-making activities over anything else you need to do for your business. Always start there and get that done first!

## SET YOUR HOURS:

**Step 1:** Block off time you are NOT available or is off-limits (family time!) on a weekly basis.

**Step 2:** Identify when you do have availability to work your business.

Sunday	Monday	Tuesday	Wednesday	Thursday	Friday	Saturday

I do my best work when:

My business hours will be:

To make this work, I need to:

# Let's Make a List

As you begin thinking about who might be interested in learning more about your Jordan Essentials product collection, begin creating a list. We're too busy to keep it all in our head. Jot down names of friends, family, neighbors and contacts. Don't worry, you don't have to contact them all right now. This list will continue to grow and evolve as you meet new people.

It's best to start with people that already know-like-trust you, then you'll branch out from there. Grab your [New Jordie Onboarding Booklet](#) and head to page 6 or your favorite notebook and start your list.

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Don't overthink it! I double dare you to write down 50 Contacts in 5 Minutes. Scroll through your phone and social contacts and I bet you can do it! Ready? Set. Go!

# Set Up Your Social Channels

Social media is a great way to draw in friends, family and followers to learn more. There are many ways to connect with your customers, and the more places you connect, the better you'll build your brand.

**Start with any social platforms you're currently using, and then branch out from there.**

- Facebook Profile (Make sure your Jordan Essentials posts are PUBLIC so they are shareable and discoverable!)
- Facebook Business Page (You can set up a brand new Facebook Business Page just for your Jordan Essentials business!)
- Facebook Group (You can set up a brand new Facebook Group just for your Jordan Essentials business!)
- Instagram (If you have an Instagram account with followers, start there! Make sure your Jordan Essentials posts are PUBLIC so they are shareable and discoverable!)
- TikTok (Make sure your Jordan Essentials posts are PUBLIC so they are shareable and discoverable!)
- LinkedIn (Make sure your Jordan Essentials posts are PUBLIC so they are shareable and discoverable!)

# Let's Share the News

SHARE A TEASER ON SOCIAL MEDIA

ANNOUNCE ON SOCIAL MEDIA

PERSONAL CONNECTIONS



watch + learn

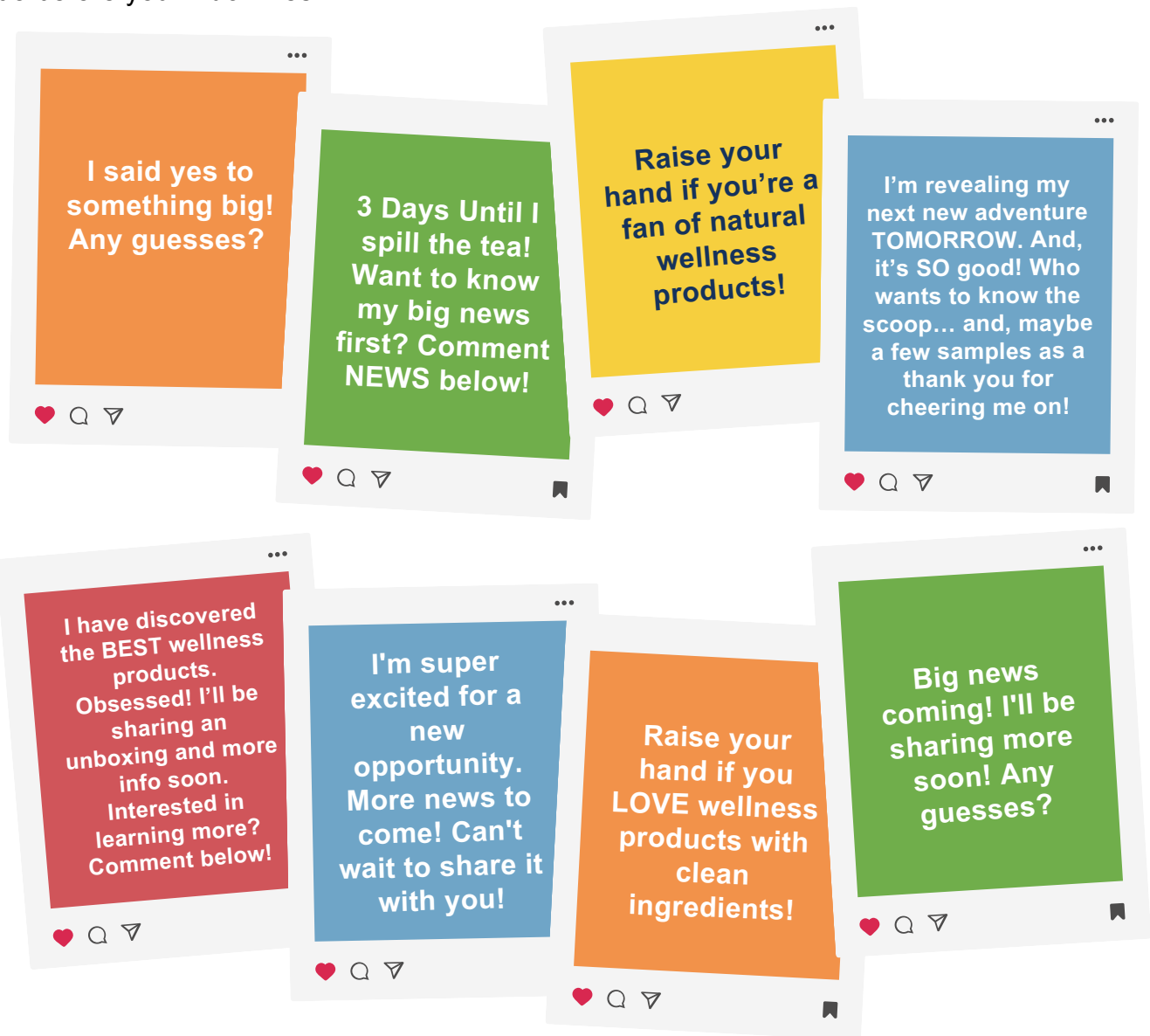
# Share a Teaser on Social Media

It's time to start spreading the news all about your new business. You have amazing Jordan Essentials products to share with the world! Your future customers are out there just waiting for you to connect with them!

Let's build up the suspense! You're doing something BIG and you have an opportunity to flaunt it! Here's a few social media posts that you can make to spark curiosity and "tease" what's coming! This is perfect to do before your kit arrives.



Use the big bold solid background on Facebook to share these teasers. Add them to your Instagram and Facebook Stories. Capture their attention with a photo of you showing your excitement!





# Announce on Social Media

It's time to make it official! Let's share your new journey with Jordan Essentials on social media! This is a great way to announce your "grand opening" and invite others to learn more. Here's an example of what to share in your announcement post:

**Today is the day! Are you ready for my big announcement! I'm so excited to share that I'm officially partnering with an incredible wellness brand with natural, everyday solutions I know you'll love! I'm starting my journey with Jordan Essentials because (add in your why here!). These products are incredible! Here's a few highlights:**

- **It is all about helping you live healthy, have fun, and reduce stress too!**
- **Jordan Essentials is the original direct sales magnesium company, blending the purity of essential oils with clean ingredients sourced ethically!**
- **You'll find everything from lotion bars, deodorants, hand soap, hair care products and even make-up — all exceptional quality and reasonably priced!**

**Here's the fun part, I'm sharing an unboxing in just a few days and I'll love your support. As a thank you, I might be able to even sneak you a sample. Would you like to check it out? Simply comment YES below and I'll send you the details!**



Add a fun photo of you with your Consultant Kit when it arrives or a few of your favorite products.



# Announce on Social Media

Be sure to reply thoughtfully to each comment on your post. Then, follow up personally with each person that engages (likes or comments) your post. Invite them to check out your unboxing and your upcoming launch events! In your follow up messages you can say something like:

Hi (name)! Thank you so much for your interest in my new adventure! It means the world to me! I'm unboxing on (when) and (where). Can you tune in?

I saw your comment, (name)! I'd love to include you in my kick off! I'm hosting an online "Pit Stop Party" as I get going! Are you free on (date) and (time)?

I so appreciate your support, (name)! I'm hosting my very first event on (when) and I'll share the whole product line. Would you like an invite?

Keep in mind, you may repeat this process a few times over the next couple of weeks. Each post reaches different followers and we want to share the news with as many as possible!

# Personal Connections

As much as we love social media, you'll create the most impact by reaching out individually to those that you are close to on your Launch List worksheet (page 6). Start with those that are closest to you – your family, friends, coworkers and neighbors. They will be so happy to support you!



This step is important because not everyone sees everything you post on social media – and, some are not even spending much time on social media at all. Be sure to personally reach out to as many of your connections as possible to share the news and invite them to follow your journey. A great next step is inviting them to your upcoming “Pit Stop Party” events!

As you make those personal connections, here's some ideas of what to say:

Hi (name)! I know things get lost on social media and I wasn't sure if you saw my big news! I'm partnering with an incredible wellness company, Jordan Essentials. Your support would mean the world to me. Can I send you an invite to my launch?

Hey, hey (name)! The cat is out of the bag! I'm getting started with Jordan Essentials and I couldn't help but to think of you and your family. Would you like to take a peek at what it is all about?

I couldn't wait to tell you, (name)! I'm kicking off my newest entrepreneurial adventure on (date) and I'd love for you to be there! Are you free?

# Let's Launch

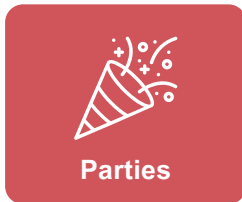
PICK YOUR PATH  
15 DAY SOCIAL SELLING LAUNCH  
FAQS



watch + learn

# Pick Your Path

At Jordan Essentials, we know there are several paths to build a successful business. The 4 pillars to create a foundation of your business are:



We want you to be successful from Day 1 with Jordan Essentials. Whether you plan to sell through social media, at in-person events, pop-up or vendor events, it is best to make a splash! It's your grand opening! Plus, you'll have a better feel of how you like to sell best!

**It is recommended to begin with both an in-person and online launch party to get started.** This will give you a strong foundation to hit those big goals you set. It is also a great way to learn more about Jordan Essentials and how you can best serve your customers.

Plus, let's have a little fun here - there's some great incentives on the table. And, we want you to earn ALL of them. So, let's get going on the fast path!

## THE FAST PATH: PIT STOP PARTY

One of the best ways to let your friends, family and followers know about Jordan Essentials is by hosting a launch event that we call your "Pit Stop Party". Whether you're more of a casual social seller or have big goals to build a business, the very best way to reach your goals is by scheduling a launch party. While you have your calendar out, go ahead and identify a few dates:

ONLINE LAUNCH:  AT:

IN-PERSON LAUNCH:  AT:



**[Click here to get the details on exactly how to have a successful Pit Stop Party!](#)**

# Pick Your Path

## PARTIES

The beauty of parties is that you can host your own – or, you can spoil your host with incredible host rewards. The other benefit of parties is your host unlocks an entirely new network of potential customers for you. They vouch for you and put you in front of their people! This is a great way to build a customer base.

There are several effective party formats. You'll want to try them all and chat with your host to best meet them where their network is likely to engage.

- **Virtual Parties:** The best part of virtual parties is you can build a network of customers all over the country. Your host and customers are likely already hanging out on social media and can easily engage and participate.
- **In-Home Parties:** Sharing Jordan Essentials in a customer's living room is a sure thing. When their guests show up, they will experience the products and sales are a sure thing.
- **Party in a Post:** This is a quick and easy way to share Jordan Essentials in one simple, streamlined, highly engaging way. [Learn more.](#)

Check out the host rewards!



**JORDAN ESSENTIALS** You Deserve a **Reward!**  
**Party Perks!**

Reach out to your Consultant to personalize your own **Jordan Party!**

**Booking Bonus:**  
Half-price product for every booking held from your party

**VIP Book Two:**  
When two of your friends book and hold their qualified parties you get a \$50 product credit.

**FREE**  
**Host Bonus**  
Earn this 16 oz Magnesium Lotion for **FREE!**  
Ask your JE Consultant for details



Total Sales	Product Credit	Free Shipping for Hosts	# of 1/2 Price Products	Monthly Host Special
\$200	\$20			
\$300	\$30		1	
\$400	\$40	YES!	1	
\$500	\$50	YES!	2	\$5
\$600	\$60	YES!	2	\$5
\$700	\$75	YES!	2	\$5
\$800	\$90	YES!	2	FREE!
\$900	\$100	YES!	3	FREE!
\$1000+	\$150	YES!	4	FREE!

And, there's more! Be sure to check out the monthly host special to offer even more to your hosts!

# Pick Your Path

## SOCIAL SELLING

As social media is continuing to grow, many Jordan Essentials consultants simply share and sell on social media outside of parties. By creating content that draws in followers, you can build relationships and introduce Jordan Essentials. This requires consistency and intentionality. It isn't always the fastest way to grow, but can be highly effective over time.

**The best place to begin on social media is on a platform you're already familiar with and you already have connections or followers.** For example, if Facebook is your preferred social platform, begin building your brand on Facebook.

**Social selling goes beyond just sharing social media posts.** It is about genuinely connecting with your followers in direct messages and building a relationship. Once you've built the know-like-trust factor, then you can introduce Jordan Essentials and invite your followers to shop with you.

**When you share content on social media, always work toward moving the engagement into a conversation in the 1:1 messages.**

Access images in the  
Social Media Folder in JE  
University. →



**Jump to our 15 Day Social Plan to discover what to post, and how to continue the conversation!**

# Pick Your Path

## PERSON TO PERSON

Sampling is a great way to share Jordan Essentials. Grab the samples inside your Starter Kit and share them with your local contacts or drop them in the mail to those that don't live too close.

JE supports those effects in several ways:

1. **Back office single samples.** You can purchase samples from our back-office business center. You can use these to have on hand, pass out to potential customers, or mail to a customer yourself.
2. **Back office Sample Sets.** JE sends samples for you. There are two very affordable options in your back office. We can send a sample to a customer for you. These are preset sample collections. Simply order and choose where you want us to send it. The JE sample sets have a colorful highlight mailer of products and either body care, wellness, or face care products.
3. **You can make samples.** You can purchase full-size products and make your own samples. JE is not responsible for those products and all liability and materials are the responsibility of the Jordie.
4. **Full-size products.** This is the traditional way to share and sample your products. At a Spa Bar in a home, on the go, or vendor event you can simply give someone a pump, scoop, or dollop of your products right into their hands to try!



When you give a sample be sure you get a name and number to follow up with. Handing out samples and telling them they can contact you is not a healthy option for your investment. You simply ask if they would like a sample and how you can follow up with them after they receive it.



**Always get a good phone number – even have them text you right on the spot – and ask if they can connect with you on FB. Have a “policy” – No name or number, no samples!**



# Pick Your Path

## VENDOR EVENTS

Jordan Essentials products are perfect for in-person vendor and pop up events. You can stock up on popular items and bring them to events to sample and share products in your local area. Look for events taking place in your neighborhood. Festivals and community events are a great place to showcase Jordan Essentials. Often you can find great events hosted by schools or churches, as well.

Not only are sales great at vendor events, but it's also a great place to collect leads for future customers, hosts and teammates. Gathering contact information from those that stop by your booth will pay off!

## INVENTORY

If you are able to invest in inventory, you'll have the most success at vendor events. This allows customers to easily sample and shop. The best selling items for vendor events include lotion bars and Magnesium Lotion.

If you don't have an item on-hand, you can also offer samples and/or place an order for the customer at the event.



*Karen Simpson*

**JORDAN ESSENTIALS**

### EVENT ORDER TYPE REWARDS

Product Total	FREE Product Credit	Rewards Shipped FREE	Half Price Products	Host Special
\$500	\$50		2	\$5
\$600	\$60		2	\$5
\$700	\$70		2	\$5
\$800	\$80		2	\$5
\$900	\$90		2	\$5
\$1000	\$100		4	\$5
\$1500	\$150		4	\$5
\$2000	\$200		4	\$5
\$2500	\$250		4	\$5

Rewards are added every \$500 based on 10% of Order Total. Example \$5000 = \$500 and \$5,000+ = \$550. Events must close in 30 days. The maximum Free Product Credit is \$1000 for a \$10,000 order. Products redeemed with Free Product Credit are shipped FREE. Host special is current month only. Effective September 25, 2023.

# 15-Day Social Selling Challenge

After you share your teaser and announcement posts on social media, we want to continue creating buzz about your new business. You'll find 15 days of social content to get your followers talking and learning more about Jordan Essentials.



To get the most visibility, share these posts where your audience is most active.

## It goes beyond *What to Post* on social media.

Be sure to thoughtfully reply to each comment on your post. As a next step, let's keep the conversation going. **Send out direct messages to those engaging with your post using the 1:1 Response as inspiration.** This is where the magic happens!

## DAY 1



### What to Post:

Question: Have you heard about the benefits of magnesium?

### *In the comments reply back and mention:*

55% of the population is deficient in magnesium.

### 1:1 Response:

Okay, let's talk all things magnesium! Have you used topical magnesium before?

## DAY 2



### What to Post:

Okayyyy... the word is out! I'm OBSESSED with all things Jordan Essentials. In fact, I'm oh-so-in-love, that I'm their newest brand rep! Yep! From lotion bars to mineral makeup, I got you!

Drop your fave emoji below if you want the details!

### 1:1 Response:

Thank you so much for asking for more details on Jordan Essentials!! It's such a great product line. I know you'll love it. Can I send you a virtual catalog to browse?

# 15-Day Social Selling Challenge

## DAY 3



### What to Post:

Raise your hand if you love SAMPLES! I have a box of goodies coming and I'd love for a few of you to try my new lotion bars and lotion!

### 1:1 Response:

YAY! Thanks for your interest in a sample! All I need is your mailing addy and phone number! Once you try them out, will you tell me what you think?

## DAY 4



### What to Post:

Which Magnesium Stick would you choose to brighten your day?

Peace Essential Oil Blend Magnesium Stick: For those moments of tranquility, this soothing blend helps you find your inner calm.

OR

Energy Essential Oil Blend Magnesium Stick: When you need a burst of vitality, this zesty blend boosts your energy and focus.

Tell us your choice in the comments below!

### 1:1 Response:

Hey (name)! I'm totally obsessed with (which one) stick! It's so great to have in your purse when on-the-go! Want to check out the whole collection?

# 15-Day Social Selling Challenge

## DAY 5



### What to Post:

So many of you have asked how you can support my new wellness business! I've got you! And, here's the thing - I know you're going to love it! If you are looking for natural solutions for a healthy home and lifestyle, you're going to love this! I'm sending out virtual catalogs today! Want to take a peek? Comment PEEK below and I'll send you a direct link!

### 1:1 Response:

YAY! Thanks so much for taking a PEEK! Here's a link to the catalog! (link) My newest favorites are (this, this and that). Would you like a personal recommendation?

## DAY 6



### What to Post:

Want to guess how many ingredients women put on her skin each day? (Hint: It's a lot!)

### 1:1 Response:

Were you surprised that there's 168 ingredients each day? Blah! I'm working on swapping out some of my skincare routine. Can I send you a few recommendations from my new catalog?

# 15-Day Social Selling Challenge

## DAY 7

JORDAN ESSENTIALS

HOW MANY WORDS CAN YOU MAKE OUT OF **Magnesium?**



Answer below!

Did you find any of these words?

- aims	- mega	- amusing	- gain
- anise	- same	- guinea	- mine
- sang	- enigmas	- genius	- menu
- immune	- minus	- in seam	- images
- sign	- games	- means	- mines

JORDAN ESSENTIALS

### What to Post:

Let's play a game. How many words can you make out of the word magnesium? Maybe I have a free sample coming to the winner! Ready? Go!

### 1:1 Response:

YAY! Thanks for playing along with my magnesium game! Ha! :) Free sample coming your way! What is your address? I'll drop it in the mail to you! The only catch is you have to tell me how much you love it when you get it! ;)

## DAY 8



WANT TO **Sleep Better?**

you sleep last night?

### What to Post:

Hi tired friends! Let's talk about sleep. We know it's important. We don't get enough of it. Am I right? I have discovered a few solutions that you're going to go wild over. And, by wild - I mean, it's going to help you sleep so much better at night! Want the scoop to snooze better? Drop me a sleepy emoji or GIF below!

### 1:1 Response:

Hey (friend)! Okay, truth talk - how many hours did

# 15-Day Social Selling Challenge

## DAY 9



### What to Post:

I love giving personal recommendations - from solutions for you, guys, kids, pets, you name it! I have a product recommendation. Lately I've been sharing a lot of skincare solutions (anyone else lost when it comes to serums and foundations and moisturizers and what order things go on!). What do you want to hear more about:

- Sleep Solutions
- Energy Solutions
- Headache Solutions

- Skincare Solutions
- Safe Natural Home Solutions
- Solutions for Men
- Solutions for Babies + Kids
- Solutions for Pets

### 1:1 Response:

Thanks for your interest in solutions for (what). Let's see what we can do for you! My favorite Jordan Essentials products for that are (what). These are great because (why). Can I send you a link to take a look?

## DAY 10



### What to Post:

There's a reason why Jordan Essentials has sold 5 million lotion bars!! (For real!) In the spirit of 5, here's 3 of the reasons I love it! Want to guess the other 45? Maybe I'll have a prize for you! ;)

- Mosquito repellent
- Softens elbows and heels
- Seals in moisture

Ready? Go!

### 1:1 Response:

50 ways to love your lotion bar coming right up!! They're incredible! Have you tried these?



# 15-Day Social Selling Challenge

## DAY 11



### What to Post:

Did you know you can earn free and discounted goodies from Jordan Essentials? Yep! Simply invite your pals to check it out and I'll do the rest. Best of all, there's options – we can hook you up with freebies just with a simple post here on social media or we can make a night of it and get together in-person. Comment FREEBIES and I'll message you to pencil in a date that works best for you!

### 1:1 Response:

Yassss! Let's spoil you with free and discounted goodies! I have (date) and (date) open! What's best for you?

## DAY 12



### What to Post:

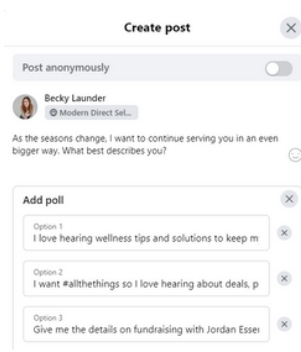
SO many choices in our Jordan Essentials catalog, it is impossible for me to choose what inventory to grab for my next in-person event! I need your input! Take a peek at this photo. What do you think will be my best sellers?

### 1:1 Response:

Love your input for my next event! I'm going to add (what) to my order. When I do, do you want me to snag you one, too?

# 15-Day Social Selling Challenge

## DAY 13



### What to Post:

As the seasons change, I want to continue serving you in an even bigger way. What best describes you?

A: I love hearing wellness tips and solutions to keep my family healthy. Keep it up!

B: I want #allthethings so I love hearing about deals, promotions and special offers!

C: I'm excited to learn more about how I can get Jordan Essentials free! Tell me more!

### 1:1 Response:

Thanks for your poll response. Truly, I love serving you! You replied (what) and I absolutely love that! Here's what to expect next: (what)

## DAY 14



### What to Post:

Jordan Essentials is GROWING like crazy! We're currently looking for new consultants in (locations) to offer wellness solutions in their own community. I'm loving these household products, the community – and, the paycheck! If you're looking for a little "extra" income for your family this season, I'd love to share more about the biz side of things with you! Drop me a ♥ below if you'd like a little more info!

### 1:1 Response:

I love that you're interested in serving your area. Jordan Essentials is such a ground level opportunity. And, I think you'd be great. Can I send you a quick video to learn more?

Video Link



<https://www.jordanessentials.com/jordan-nation>



# 15-Day Social Selling Challenge

## DAY 15



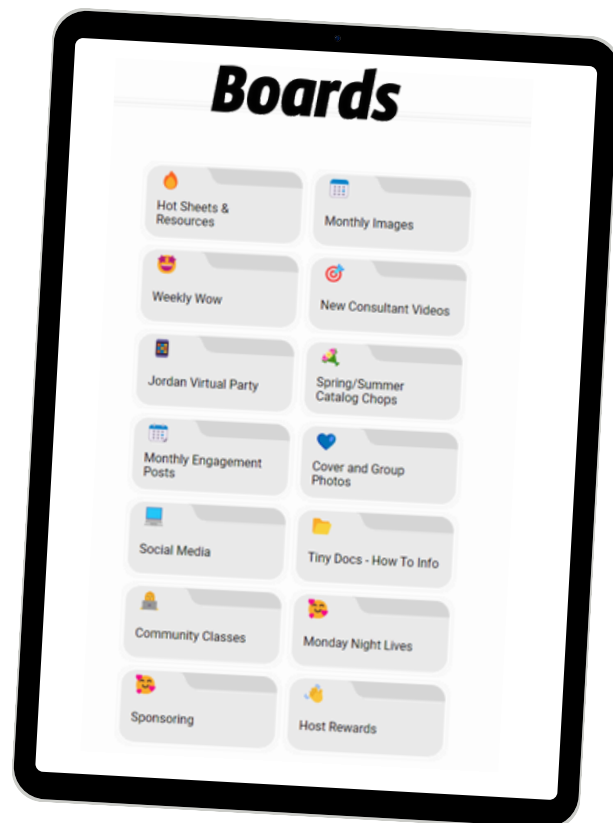
### What to Post:

Raise your hand if you have dry, itchy skin!

### 1:1 Response:

You and me both, friend! That dry itchy skin is the worst. Listen, I've found a solution I'm loving and I think you might, too! Have you heard of Jordan Essentials?

Get the images and  
wording on Boards



# Frequently Asked Questions

## **How do I Place My Own First Order?**

Becoming a “product of the product’ is a stepping stone to success! Placing your first order is easy and you will instantly earn 25% commission in your e-wallet. To place your order, go to [www.jordanessentials.com](http://www.jordanessentials.com) and click on Consultant Login. This will take you to your back office dashboard. Click on the menu icon - Rep Order. You will be directed to the Consultant Shopping where you will be able to shop the full line of products as well as purchase sales tools, samples, event registrations and more.

## **How Long Can I Keep Parties Open?**

Parties are one of the four pillars of building your business. We suggest you do not keep parties open longer than 2 weeks. Your host will be excited to choice her rewards and begin enjoying the products she has earned. Be mindful that the specials such as the Customer Special and Host Special will be the items offered on the date the party closes.

## **Do My Customers’ Party Orders Ship Right Away?**

Yes! This is a great perk for customers. There is no need to wait for a party to close for guest orders to ship. When customers shop the party link on the website, as soon as they complete their order payment, it will automatically be added to the party total and be ready for processing. Orders ship within 3-5 days.

Orders entered by the consultant on the party portal also will ship as soon as the order is paid for. If you are collecting payments directly from customers, as soon as you make the final payment, orders will be considered ready for processing and shipping.

# Frequently Asked Questions

## **Where do I Find Monthly Specials?**

Monthly specials are fun for you and your customers! The 1st day of each month, specials are previewed by email and fully revealed in the Consultant Community at 8:00 am Central Time. Flier, social squares and supporting materials are posted in the Consultant Community, on the Boards app and in JE University under Current Specials & Incentives.

## **Where do I Find the eWallet and Set Up My Bank Account Transfer Info?**

Being paid is important! You will want to set up your bank account information right away. This is located under your My Profile area in your back office. Under the My Profile menu, go to My Withdrawal Accounts, select the NEW button and enter your banking information. Be sure to complete "Profile Description", enter the information and save it.

When you are ready to withdraw your commissions, from your backoffice, to the Commissions menu >> My Credits. You will see the balance in your e-wallet as well as any bonus J-Bucks you have. Simply click on the Withdrawal Credits link and complete the information. Your withdrawal will appear in your bank account in 1-2 business days.



**You did it!**