

WELCOME TO YOUNIQUE

I'm so happy that you have decided to join Younique! Starting a new venture and business can sometimes be a little overwhelming. The biggest question is always where to start. I'm here to help you understand the basics of Younique and our business so that you can begin building and earning right away. And to show you the fun and rewards as well!

The opportunity is big with Younique! I am so excited to see what we can accomplish as we work together! Now is the time to start dreaming BIG, BIG dreams! With Younique, so much is possible if you put in the work and effort.

What are the things YOU'VE always wanted in life?? To be able to travel? Buy your dream car? To save money for college funds? To leave your Full-time job and stay home with your children? Deposit for a new house?

Or maybe it's to make new friends...or to belong to something bigger than yourself. Whatever those dreams are and however big they are, hold on to those! **ALWAYS REMEMBER YOUR WHY!!** Those dreams and aspirations will help to motivate you and to drive you to success in your new amazing business. And I'll be here every step of the way!

Please print out this document and place in a binder for easy reference when you're on the phone or even on the go! You'll also want to direct your new team members to this handbook as well! I encourage you to read through this and add things to each section as you learn and grow. And don't stop there! Successful presenters and leaders are always learning and always improving.

My biggest goal as your upline is to INSPIRE you! This is just the beginning of an amazing future with Younique and I can't wait to share it with you!

Here's to your success 😊



QUICK NOTE: Your upline leaders can help with a LOT of things but, most often, shipping and technical issues are beyond our realm of assistance. Please contact support directly for any issues regarding your website, products, shipping or commission.

TECHNICAL / PRODUCT / WEBSITE SUPPORT
Please contact Support@Youniqueproducts.com

Please take a moment to watch Melanie Huscroft's (CEO of Younique) [Opportunity Webinar](#)

WHAT YOU GET WHEN YOU SIGN UP



Contents of kit

- 3d Fiber Lash Mascara
- Lucrative Lip gloss – Luxe
- 3 precision eye pencils , prim , pristine and perfect
- Uplift Eye Serum
- Glorious Face and Eye Primer
- White Status Charm
- Presentation box

Plus you also get your FREE Website and your Back Office everything you need to run your business from home.

This business just requires motivation and a mobile phone (and internet access).

COMPENSATION PLAN

Status Requirements

REQUIREMENTS	ENTRY PRESENTER		EXEMPLARY PRESENTER		ELITE PRESENTER		EXCLUSIVE PRESENTER	
	White	Yellow	Pink	Blue	Green	Orange	Purple	Black
Status								
Personal Retail Sales (PRS)	125 **	1,000 ***	250	250	500	500	500	500
Company Wholesale Sales *			2,000	4,000	10,000	20,000	40,000	80,000
Qualified First-Level Presenters			1	2	3	3	4	4
Circle Wholesale Sales *					2,000	4,000	6,000	10,000
First Generation Elites						1	2	4

Royalties

REQUIREMENTS	ENTRY PRESENTER		EXEMPLARY PRESENTER		ELITE PRESENTER		EXCLUSIVE PRESENTER	
	White	Yellow	Pink	Blue	Green	Orange	Purple	Black
Status								
Retail Royalties	20.00%	25.00%	25.00%	25.00%	30.00%	30.00%	30.00%	30.00%
Circle Royalties			3.00%	4.00%	5.00%	5.00%	6.00%	6.00%
First Generation Royalties					3.00%	3.00%	3.00%	3.00%
Second Generation Royalties						4.00%	4.00%	4.00%
Third Generation Royalties								5.00%

WHITE – 20% COMMISSION
 YELLOW – 25% COMMISSION
 PINK – 25% COMMISSION
 BLUE – 25% COMMISSION
 GREEN TO BLACK – 30% COMMISSION

You start earning on your team once you reach Pink

TITLE RANK VS PAID RANK

Your recognized status will never go down once you reach it. For example if you hit pink, from then on you will be recognized as pink until you move onto the next rank, However your 'paid as' status resets at the beginning of each month. The only exception is once you hit yellow you never go back.

WHOLESALE SALES – 75% of retail sales

FIRST LEVEL PRESENTER – Someone you have personally enrolled

FIRST GENERATION ELITE – Green status or above

COMPANY SALES – Everyone in your down line

CIRCLE – Includes all sales apart from any Elite in your team and their downline.

HOW YOU GET PAID



Younique pays its Presenters through an outside company called Pay- quicker. It's basically like your own separate bank account just for your business. You are paid on your own Personal sales every 4 hours. Team Royalties are paid on the 8th of every month.

After your first sale you will receive an email to set up your account. You will be asked to provide 2 forms of ID, 1 photo e.g. passport / driver's license and one utility bill. You can use this card as you would a normal card however there are small fees. We recommend transferring it to your own bank account.

WHAT CAN I EARN?

Part time hours = part time pay, full time hours = full time pay. You get out what you put in.

Here's an example of what you could potentially earn from selling 1 mascara per day for 30 days.

WHITE STATUS @ 20% COMMISSION = £113.10

YELLOW – BLUE STATUS @25% = £141

GREEN – BLACK STATUS @ 30% = £169.50

FORMULA TO WORK OUT COMMISSION

AMOUNT OF ROYALTY POINTS X 0.65 (PEG RATE) X PERCENTAGE EG 0.20 (20% IF WHITE STATUS)

Younique

HOW TO GET STARTED ONCE SIGNED UP

Once you have read this training manual and had a read through the files in your uplines group. The first thing you need to do is create a Business page. You should make sure you share the products daily and post daily on your page. Invite all your friends to like and share.

[CREATE A PAGE](#) ← Click Here

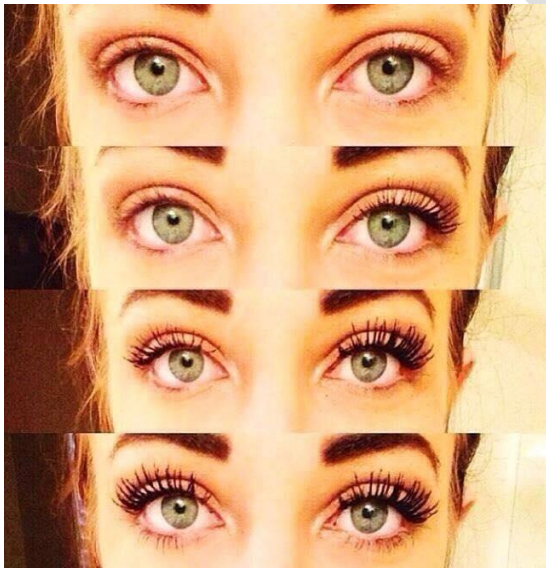
Next up – go through your back office, weekly courses – Younique Youniversity ! This will help a lot!

Getting ready to start selling... first thing you should do is set up your own party link , this is located in your back office under Host a Party , choose host this party myself, take note of the link , this is what you will give to people to order from , or you to order from yourself. Doing this will gain you hostess rewards (Y Cash to spend on products) as well as your commission. Cha Chinggggg!!

Do a post on your personal page letting people know you have just started your own business and would appreciate any support / likes / shares etc. .

The first thing I recommend doing is a tagging post. THIS IS THE ONLY TIME I RECOMMEND TAGGING!!!

Example



CALLING ALL LADIES!!

Want lashes like this?? No Extensions, no glue, no damage, just MASCARA!

Available to purchase from me NOW! Just £23 Inbox me for details or order through my link ☺ (attach link here) Now most important part – tag as many of your girlfriends in the pic as possible.

BUILDING A TEAM

My next step would be to focus on building a team. (If you want to – this is not necessary)

Write down your list of 100 people to contact and share this amazing opportunity with

Here's an example of what I'd send

Hi (insert name)

Just sending this message as I think you would be PERFECT to join my team! Have you heard of Yunique?? If you haven't then you will very soon 😊

We have just launched for sales in the UK on the 1st November and already our team have sold over £400,000 worth of products!!! How amazing is that!

Our best seller being the 3d Fiber Lash Mascara which we currently sell at over 15,000 a day!

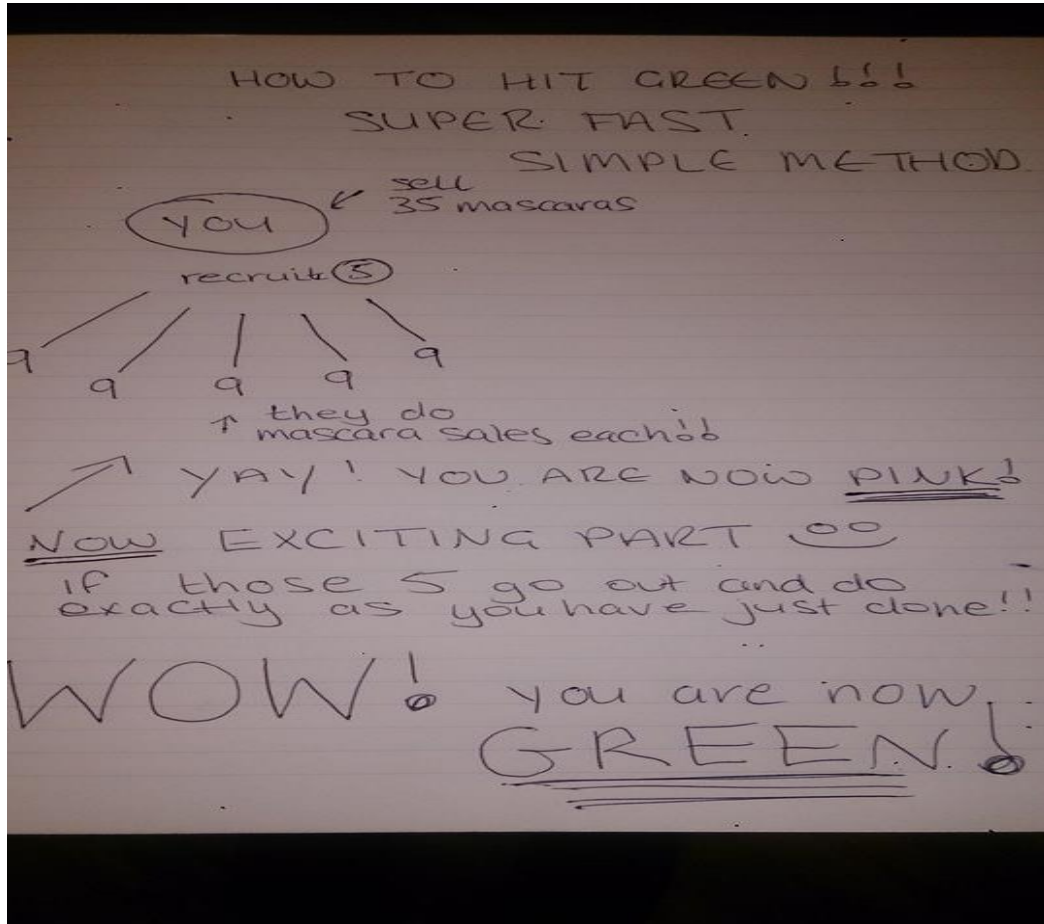
This is a proper work from home business, no hassle, no holding stock, and earn great money just in time for Christmas.

Let me know if you are interested in hearing more, if not I'm pretty sure you will be a customer of mine at some point haha!!

When you start to build a team, please ensure that you can provide them with the time and assistance in training, as their sponsor it is your responsibility that they get the tools they need to succeed.

- Send all new team member a copy of this manual
- Add them to the Facebook training groups.
- Introduce them to your sponsor so they know if you are not available who they need to go to
- Most importantly look after them and ensure they go on to look after their teams! Teamwork makes the dream work 😊

Here is the most simple and fastest way to build a team and reach that Elite Status!



Please be aware of your team's success / progress and remember to congratulate them.

FAST START

You also want to have all your team aim for Fast Start

2000 PRS (69 MASCARAS), 3 RECRUITS (qualified / sold 5 mascaras 125 PRS), IN 90 DAYS

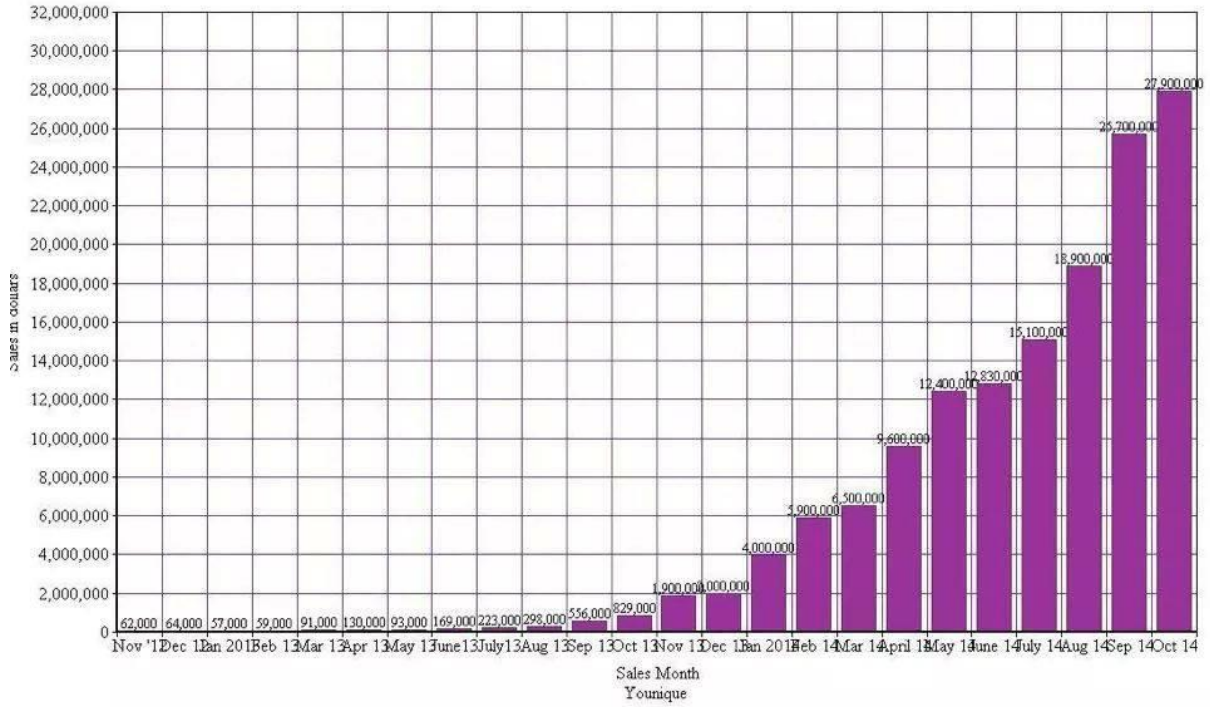
By achieving this it will get them off to the best start and not only that – they will receive £160 in Y Cash to spend on products!! Build that kit up ready for events, home parties etc.

EXCITING FACTS ABOUT YOUNIQUE

- We are the fastest growing Direct Sales Company in the world EVER!
- We currently sell 15,000 mascaras per day
- When we hit paid as Green status twice in a row we qualify to go to the Elite Retreat in Utah to meet the Founders of Younique, Derek Maxfield & Melanie Huscroft
- Recently Derek and Melanie have founded The Younique Foundation, which is a retreat in the mountains of Utah to provide a place where women and girls who have been sexually assaulted / abused , can go to begin their healing process.

YOUNIQUES INCREDIBLE GROWTH

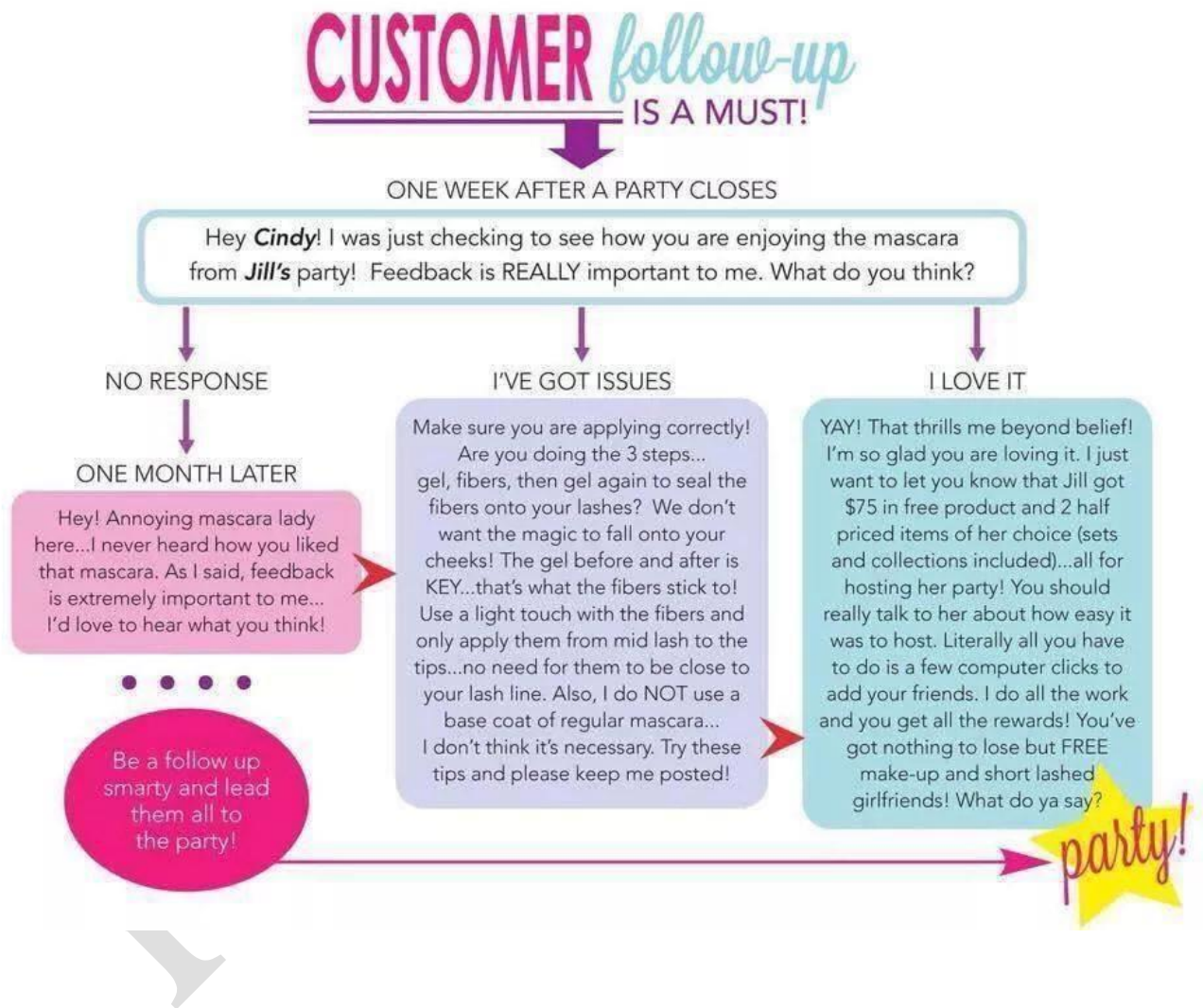
Younique Sales Growth



YOUNIQUE

Follow Up Friday

Follow ups are a crucial part of your Younique Business. We recommend once a week follow ups on potential customers and recruits. Someone who has purchased the product, is happy with the product could be potentially be a new presenter in your team!



SUGGESTED READING MATERIALS AND VIDEOS TO WATCH

BOOKS

Go Pro – Eric Worre

The 45 Second Presentation – Don Failla

The Compound Effect – Darren Hardy

Beach Money – Jordan Adler

Your First Year in Network Marketing – Mark Yarnell

Feel the Fear and Do It Anyway – Susan Jeffers

The Secret – Rhonda Byrne

The Flip Flop CEO – Janine Finney

VIDEOS

[5 REASONS TO JOIN YOUNIQUE](#)

[Attraction Marketing Secrets with a Hair Pretty](#)

[The Secret – Full Movie](#)

[Compensation plan by Helen Wright](#)

[The art of Non Selling – Shari Brown](#)

[We Don't Just Sell Mascara – Shari Brown](#)

[How to Get Yellow in 10 days](#)

[How to Recruit without Spamming](#)

Definitely subscribe to Amber Voight – MLM Queen on Youtube and watch ALL her videos, massive inspiration.

Research ATTRACTION MARKETING

PERSONAL DEVELOPMENT is massive to your success – aim to read / watch videos / research for at least 30 minutes every single day.

Thanks for reading! Enjoy your Journey and please take advantage of all the files in the groups you have been added in to.

FAQ

1. Product Info. Where do I find it?

There are lots and lots of photos, files and posts in here regarding product info. Before you ask the question please make sure you have checked the files, looked on www.youuniqueproducts.com or asked your upline. The price list for the items we have is here. This doesn't include shipping:

Item Name	USA	Canada	Australia	New Zealand	UK	Party Points	Royalty Points
Moodstruck Minerals Pigment Powder	\$12.50	\$15.00	\$16.00	\$17.00	£10.00	125	12.5
Moodstruck Minerals Concealer	\$29.00	\$35.00	\$38.00	\$40.00	£23.00	290	29
Lucrative Lip Gloss	\$15.00	\$18.00	\$20.00	\$21.00	£12.00	150	15
BB Flawless Complexion Enhancer	\$39.00	\$47.00	\$49.99	\$55.00	£30.00	390	39
Refreshed Rose Water	\$29.00	\$35.00	\$38.00	\$40.00	£23.00	290	29
Uplift Eye Serum	\$65.00	\$78.00	\$85.00	\$90.00	£50.00	650	65
Precision Pencil Eye Liner	\$15.00	\$18.00	\$20.00	\$21.00	£12.00	150	15
Precision Pencil Lip Liner	\$15.00	\$18.00	\$20.00	\$21.00	£12.00	150	15
Pencil Sharpener*	* Cannot be purchased individually. Comes in set of 10 and set of 15 only.						
Lash Comb/Brow Brush	\$20.00	\$24.00	\$26.00	\$28.00	£16.00	200	20
Illuminate Clear Daily Cleanser (formerly Awake)	\$39.00	\$47.00	\$49.99	\$55.00	£30.00	390	39
Illuminate Clean Daily Cleanser	\$39.00	\$47.00	\$49.99	\$55.00	£30.00	390	39
Touch Pressed Powder Foundation	\$32.00	\$39.00	\$42.00	\$45.00	£25.00	320	32
Touch Cream Foundation	\$32.00	\$39.00	\$42.00	\$45.00	£25.00	320	32
Divine Daily Moisturizer	\$39.00	\$47.00	\$49.99	\$55.00	£30.00	390	39
Glorious Face & Eye Primer	\$39.00	\$47.00	\$49.99	\$55.00	£30.00	390	39
Moodstruck Minerals Blusher	\$29.00	\$35.00	\$38.00	\$40.00	£23.00	290	29
Moodstruck 3D Fiber Lashes	\$29.00	\$35.00	\$38.00	\$40.00	£23.00	290	29
Foundation Brush	\$20.00	\$24.00	\$26.00	\$28.00	£17.00	200	20
Concealer Brush	\$12.00	\$14.00	\$15.00	\$17.00	£10.00	120	12
Blusher Brush	\$25.00	\$30.00	\$33.00	\$35.00	£21.00	250	25
Powder Puff Brush	\$32.00	\$38.00	\$41.00	\$45.00	£26.00	320	32
Deluxe Eye Brush	\$17.00	\$21.00	\$23.00	\$24.00	£14.00	170	17
Liner/Shader Brush	\$18.00	\$22.00	\$23.00	\$25.00	£15.00	180	18
Crease Brush	\$15.00	\$18.00	\$20.00	\$21.00	£13.00	150	15



COLLECTION PRICES

Item Name	USA	Canada	Australia	New Zealand	UK	Party Points	Party Points
Windows to the Soul	\$175.00	\$210.00	\$229.00	\$244.00	£136.00	1750	175
Love the Skin You're In	\$185.00	\$220.00	\$239.00	\$259.00	£145.00	1850	185
All New	\$240.00	\$289.00	\$310.00	\$333.00	£188.00	2400	240
Twice as Nice	\$130.00	\$155.00	\$169.00	\$180.00	£101.00	1300	130
Singular Sensation	\$99.00	\$119.00	\$129.00	\$139.00	£77.00	990	99
Gimme Everything	\$290.00	\$350.00	\$377.00	\$400.00	£277.00	2900	290

2. How will joining the business affect my benefits?

Everyone has different circumstances however if you are receipt of any benefits I strongly advise you to contact the Job Centre or Inland Revenue and ask their advice for your own situation. You must inform the Job Centre immediately that you are working even if you haven't earned any money. For people on income support or JSA you may find that they move you onto working tax credit and may in fact be better off. I can't stress enough how important it is to be upfront about this. They will not terminate your benefits but they will advise you on what you need to do.

3. Do I have to register as self-employed?

The short answer is yes. Go to <https://online.hmrc.gov.uk/registration/options> this is where you register as self employed it looks way scarier than it actually is. You have 3 months after you start trading to register with HMRC I personally would recommend registering straightaway you do not pay anything or provide any information until the end of the tax year which is April 5th. In relation to this keep a record of any money you spend on your business. I have a really simple excel spreadsheet that records money coming in and expenses going out. Expenses you can claim for include sign up fee, business cards, samples, mileage to events, advertising, training, software you need. Pretty much anything that you need to buy that you otherwise wouldn't. You can't claim for clothes other than official uniform or advertising like the hoodies so no claiming for ballgowns!!

All HMRC usually want on your tax return is to know what your Money In – Money Out comes to so your profit.

4. How do I sign up as a presenter?

Whoever added you to the group will send you a link as close to 8am on October 1st as they can. You sign up through this link. You pay for your presenters kit on sign up, depending on which country you are in the prices for sign up are below this does not include shipping.



New Presenter Kit

Item Name	USA	Canada	Australia	New Zealand	UK	Party Points
New Presenter Kit	\$99.00	\$119.00	\$129.00	\$139.00	£69.00	0

5. How can I sell Younique?

You cannot sell products on eBay, Buy & Sell Sites, Gumtree or from a retail outlet. You can advertise the business opportunity although it isn't always the most effective form of marketing – look up attraction marketing. If you own or work in a salon, hairdressers, clothes shop etc you can have a display stand with samples on and let customers place their orders online or arrange to meet them away from your premises.

6. Where can I find promotional leaflets, business cards etc

Once we launch there will be a number of items available to buy in your back office on your website. Lots of us have had business cards made with www.vistaprint.co.uk. We can use any of the photos in the groups for facebook pages, websites etc

7. How do I get round the cost of shipping?

Shipping to the UK is £6.95 yes it's more than we expected but you can suggest a number of things to your customers:

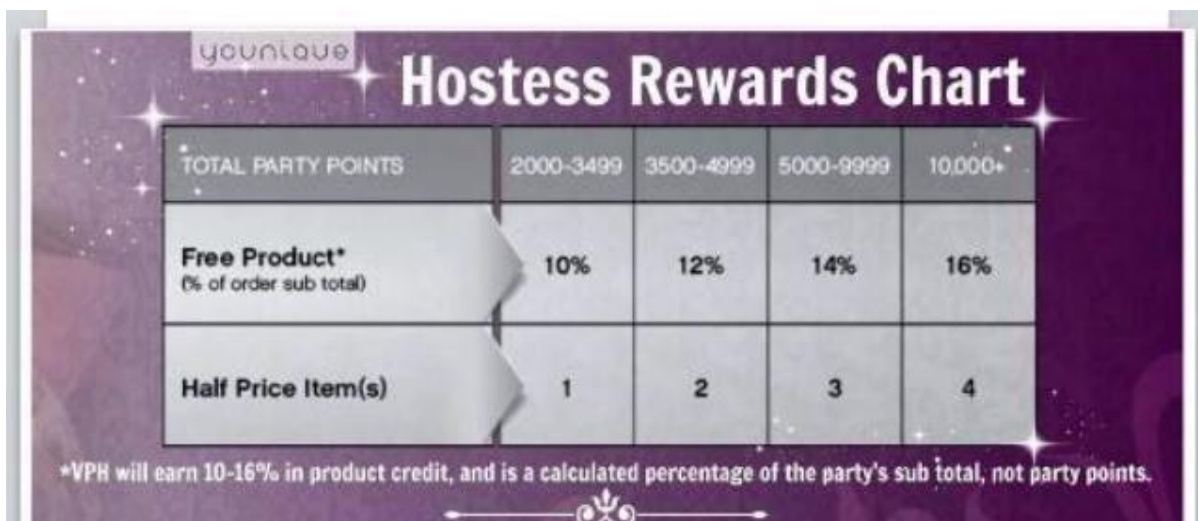
1x 3D Mascara = £29.95 each shipped directly to customer

3 x 3D Mascara = £25.50 each shipped to one customer

8 x 3D Mascara = £23 each plus £18.40 free shipping & 1 half price item

13 x 3D Mascara = £23 each plus £36 free shipping & 2 half price items

8. Once they sell 8 mascaras they qualify for hostess shopping as shown below. This is calculated in points as shown on the price list and is the same for every country we sell in.



The image shows a 'Hostess Rewards Chart' for Younique. The chart is a table with a purple background and white text. The title 'Hostess Rewards Chart' is at the top in a large, bold font. Below the title is a table with four columns representing total party points ranges: 2000-3499, 3500-4999, 5000-9999, and 10,000+. The rows represent rewards: 'Free Product* (% of order sub total)' and 'Half Price Item(s)'. A note at the bottom states: '*VPH will earn 10-16% in product credit, and is a calculated percentage of the party's sub total, not party points.'

TOTAL PARTY POINTS	2000-3499	3500-4999	5000-9999	10,000+
Free Product* (% of order sub total)	10%	12%	14%	16%
Half Price Item(s)	1	2	3	4

*VPH will earn 10-16% in product credit, and is a calculated percentage of the party's sub total, not party points.

9. **How do online parties work?**

Using our back office from our website we set up a referral link which can be connected to a facebook account. Set up a group online with your hostess – they invite their friends to the event group. We post things in the group like tutorial videos, product photos, games etc. Any orders placed are done through the hostess link and our website will calculate how much free product she is entitled to from the table above. In order to save on shipping the products need to be delivered to the hostess in one delivery. Send the hostess this link <http://thanksforbooking.weebly.com>

10. **Do I have anything to pay after my initial sign up?**

No. Unlike lots of direct sales companies Younique doesn't charge you monthly website fees or a renewal fee. You are only required to sell \$125 every 3 months which works out at about 4/5 mascaras this includes your own personal purchases. If you don't do this you have a 3 month grace period to reactivate your account.

11. **How to claim hostess Y Cash**

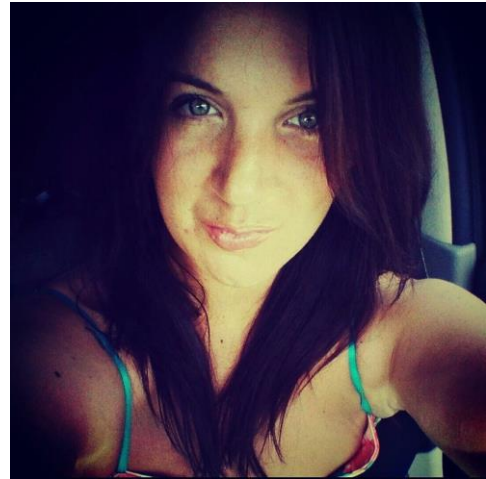
Your hostess cannot redeem her rewards until the day after her party closes. She needs to go through your website to do it and she must be logged into her account. Any Younique cash or rewards you or a hostess earns will show up when you go to check out, after adding items to your cart.

This guide has been brought to you by:



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YOUNIQUE'S MOTTO: **UPLIFT EMPOWER AND VALIDATE**

OUR TEAM MOTTO: **EAT SLEEP BREATHE YOUNIQUE**

Younique