



L'BRI
PURE n' NATURAL

Successful

START GUIDE



Welcome to L'BRI!



We are thrilled that you are starting an exciting venture as a L'BRI Independent Consultant. You have joined an amazing circle of people who love L'BRI and enjoy sharing it with others. You now have the opportunity to represent the L'BRI vision of helping others discover a beautiful way to live.

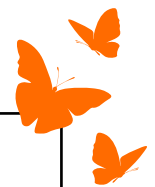
With L'BRI, you have the power to change someone's life. Our pure, natural, aloe-based skin care, hair, body, and wellness products can transform their skin. The L'BRI opportunity can give them freedom, flexibility and additional income to transform their life.

Whether you want to just share L'BRI with the people you care about so you can enjoy a little extra income, or you want to build a profitable business, this success plan is designed to help you get off to a successful start. Take a step each day or go as fast as you'd like. **Enjoy your journey!**

Action STEPS



Complete all of the **ACTION STEPS** throughout this Guide and receive the gold L'BRI aloe logo pin that you can wear proudly. Contact L'BRI Customer Service at support@lbri.com so we can send your pin as a celebration of your achievement!



IMPORTANT NOTE: As you read through this *Successful Start Guide*, you will notice *blue text* that indicates links that can be accessed in the LEARNING CENTER under the NEW CONSULTANTS START HERE section. Click on *Successful Start Links at-a-Glance* and select the link you want. (The links can also be accessed from within the online version of the *Successful Start Guide*.)

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Get Connected

When you first joined, an email was sent to you with important information: Your Consultant ID#, account name, personal L'BRI website and the contact information for your Sponsor and your Executive Manager who are always eager to help. You were also welcomed by our Co-founder and President, Linda Kaminski.

Your Home Office Customer Service team is another resource for support: Call 262-363-9674 or 800-742-8828 or email support@lbri.com.

You have lots of support. Your Sponsor and upline Leaders are committed to your success. They will provide ongoing guidance and encouragement as you need it. Keep in close contact with them, especially during your first few weeks. You can also connect with your entire L'BRI community. We all want to welcome you to the L'BRI family.

"I began slowly and timidly, but soon realized there was real potential to succeed. My team leader inspired me and helped me to visualize far-reaching dreams. I know anyone can have success with L'BRI!" —Jan S.


"L'BRI has given me more than just extra cash, but a chance to belong to a community of women who support and care about building relationships and changing lives. My mentor believed in me and that was all I needed to launch this exciting and rewarding journey." —Tara B.

"I am so thankful for my sponsor for showing me the possibilities with L'BRI and for my Executive Manager for planting the seeds of belief for my dreams!" —Shawna B.

My Sponsor is _____

My Leader/Executive Manager is _____

Action STEPS

- Connect with your Sponsor/Leader for some initial ideas on getting started.
 - Join your team's Facebook group for support and business tips.
 - Make sure you LIKE and follow our [L'BRI Corporate Facebook Page](#) and L'BRI on [Instagram](#).
 - Join the [L'BRI Consultant Forum](#) on Facebook for valuable training, ideas, tips, inspiration and fun interaction.
 - Order labels with your name, phone number, L'BRI website and email address to attach to all literature that you give away.
 - Record an upbeat, professional voice mail greeting on your phone.
 - Open a separate bank account and use it exclusively for L'BRI. This will make it easier to track your income and expenses.
- 

Check Out the Business Center

Take some time to look at all the resources that are available in your *Business Center* – it's the hub of your business. Contact support@lbri.com or call Customer Service at 262-363-9674 or 800-742-8828 if you need help.

The screenshot shows the L'BRI Business Center dashboard. The top navigation bar includes Home, News, Resources, Messages, Calendar, Leads, Business, Orders, Commissions, and Shows. The main content area is divided into several sections:

- Sample Consultant:** Displays Consultant ID # 400197, Rank: Consultant, and Bonus Rank: Consultant. It includes a 'Quick Links' section with icons for Customer Management, View All Orders, Team Management, Create A Show, Add New Customer, and Pay Status/History.
- New Consultants START HERE:** A prominent call to action for new consultants.
- Learning Center:** A section for accessing important business tools and training resources.
- 2021 Founders' Club Trip:** A link to the official Founders' Club Trip website.
- Support Ticket:** A section for creating a support ticket to request help.
- FREE Car Program:** Information about the L'BRI FREE Car Program.
- My Fast Start in 50 Days Tracking!:** A section for tracking progress.
- L'BRI News:** A section for the latest news updates.

Callout boxes provide detailed explanations for these features:

- The latest News updates will be posted here.** (Points to the News tab)
- A place to find promotions, program details, business tools, customer, Show and sponsoring support.** (Points to the Resources tab)
- To place Consultant orders** (Points to the Orders tab)
- To see what you've earned** (Points to the Commissions tab)
- To set up and manage Shows** (Points to the Shows tab)
- Link to the official Founders' Club Trip website.** (Points to the 2021 Founders' Club Trip link)
- The hub for training, resources and social media support.** (Points to the Learning Center)
- Information about the L'BRI FREE Car Program.** (Points to the FREE Car Program link)
- To request support, click here to send an email or call the home office at 800-742-8828.** (Points to the Support Ticket link)
- Another spot to see the latest news updates.** (Points to the L'BRI News section)
- Your Fast Start in 50! Tracker will be here.** (Points to the My Fast Start in 50 Days Tracking! section)
- We've made it simple and easy to send samples.** (Points to the Sampling Made Easy link)
- Use these Quick Links to easily access often used tools.** (Points to the Quick Links section)
- Takes you straight to your Successful Start Guide and access to training links.** (Points to the Resources tab)

Action STEPS

- Get to know the Resource tab. It is filled with great resources on how to place an order, create a Show, enroll a new Consultant and more. Plus, you'll find tools to support all areas of your business.
- Set up your *About Me* and *Upload Your Picture*. Tip: Upload an up-close and smiling head shot of YOU.



Create your Story

You made such a smart decision to join L'BRI. What does this mean to you? What do you want L'BRI to bring into your life? Knowing your Why inspires you to stay focused and leads you to take action.

Your Why needs to be deeply personal, yet relatable to others. Make it your very own. As you create your Story and share it with others, they may see that joining L'BRI would be something they would enjoy too.

Answering these questions can help when telling your Story:

1. What is your personal product testimonial?
2. Why did you decide to become a L'BRI Consultant?
3. What are you enjoying most about it?
4. What are your hopes and dreams for the future?


Here are three brief examples:

“Before I started using L'BRI I was so self-conscious about my skin. I had suffered from acne since I was a teen. After I started using L'BRI, my skin began to improve beyond my expectations. I was so excited, I decided to join L'BRI and help others love the skin they see in the mirror. Being a Consultant gives me the ability to give back more to my community – both financially and in my ability to volunteer more time for the causes I care about. My goal is to start an animal rescue network.”

“Using L'BRI is helping me to have the best skin of my life. Joining L'BRI as a Consultant has given me a way to help others enjoy healthy skin as well as help them create the lifestyle they really want. It has been a way to ease the burden of my student loans. My goal is to pay them off in the next two years.”

“I'm committed to using safe, pure, non-toxic products. L'BRI skin, hair and makeup plus home care products let me feel confident I'm doing my best to protect myself and my family. Because so many others feel the same way I do, I've set a big goal to pay off my mortgage by building a loyal group of happy customers and successful Consultants.”

Action STEPS

- Jot down your L'BRI Story so you can review it and feel comfortable sharing it with friends, customers, at L'BRI parties, at vendor events, on social media, and while networking.
 - Review your Story with your Sponsor and Leader for help and suggestions.
- 

Celebrate your Fast Start in 50!

Take a close look at the rich *Fast Start in 50!* rewards. You can earn free L'BRI products of your choice as well as earn lots of extra CASH. You'll want one of your first goals to be earning the special rebate on your Starter Kit. This is usually a cinch when you have a couple of Debuts.

To help you earn your *Fast Start in 50!* rewards, you can give away these great rewards:

1. You can offer an additional \$50 L'BRI Credit to ALL HOSTS who close a qualified Show with you in your first 50 days.
2. You can offer \$100 L'BRI Credit to EVERY NEW CONSULTANT you sponsor in your first 50 days.

Check your Tracker

Your Fast Start in 50! Tracker is located on your home page in the Business Center. It will provide an at-a-glance look at your progress. It will be fun to watch your rewards add up!

"I took extra time sharing the L'BRI opportunity with my Show hosts. They loved the idea of getting profits along with the Host Rewards when they joined and held their Debut! I earned an extra bonus when my first teammate sold \$1,000, and got another bonus when my second teammate did the same! I would definitely take advantage of all the rewards L'BRI offers new Consultants. You'll earn more money, more credit, lots of free product, and gain a lot of happy customers and teammates!" —Laura H.

"Being able to offer my initial hosts an extra \$50 bonus product credit and my new Consultants \$100 L'BRI credit is generous and genius! I gave away 10 host and 4 opportunity bonuses. It helped me learn my job fast during those first weeks of being nervous and trying to figure out how it all works. It also put my mind in the right frame that it was about giving to others and growing relationships instead of just building a business for me." —Charity T.

"Earning my Kit money back was the first goal I set. Focusing on that one goal really jump-started my success. The fast start program has the building blocks for a firm foundation." —Gina O.

Action STEPS

- Review all of the *Fast Start in 50!* rewards and track your progress.
- Highlight your 50-day Fast Start in 50! date on your calendar.



Get to Know the Products

Celebrate when your Starter Kit arrives! Invite a few friends over to open the box with you and go LIVE on Facebook to share your excitement. An unboxing video is a great way to tell friends about your new venture without being salesy, and you might even book a party or two!

Become your BEST customer! Be proof that the products are effective. Use all of the products for your skin type and share your wild enthusiasm! – “I Am Sold Myself!”

Get into the Product Catalog. The BEST way to learn about the products is review the information in the product catalog and use the products yourself. The *How to Use Your L'BRI Skin Care Products* brochure will show you how and when to apply each skin care product. The *Why L'BRI* brochure describes why L'BRI is so unique.

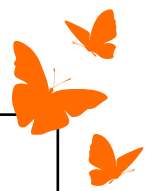
You don't have to know everything. There is an abundance of information about the L'BRI products available in the Learning Center under Product, but you DO NOT have to know everything about every product to begin sharing L'BRI. Most people will want to know which products can solve their skin concerns and which ones are your favorites. Select some of your favorites and read about them in the catalog. This will give you even more confidence when talking about them.

Learn at your own pace. As you gain experience, you can learn more about the products, but go at your own pace. If you need more details about a product, you can refer to *L'BRI Skin Care Product Facts & Features*. Find it under Product in the Learning Center. Some Consultants print these and put them in a 3-ring binder for easy reference.

L'BRI University is another resource for detailed skin care and product information, but you certainly DO NOT have to start the University to begin sharing your love for the products. When you do complete the University, you will receive a L'BRI Certified Skin Care Specialist name badge and printable Certificate you can proudly display.

Remember: You don't have to know everything about every product. If someone asks you a question and you don't know the answer, just let them know that you are new but will find out the answer and get back to them.

Action STEPS

- Be your best customer! Replace all your current products with L'BRI!
 - Read the *Why L'BRI* brochure and product catalog and always have them with you to review whenever you have a few minutes.
 - Listen to the audio as Linda explains *Determining Skin Types*.
 - Use the *Skin Care Advisor* to gain more confidence knowing which products to recommend. Practice answering the skin care quiz to reflect different skin types and concerns to see what's recommended.
- 

Design your Debut



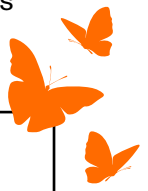
Enjoying success with L'BRI is really all about getting the products on the faces of everyone you know! No need to wait. You have lots of products and supplies to help you begin sharing.

Debuts are events that help you introduce small groups of your friends and family members to L'BRI. When you host your Debuts, you are eligible to earn all of the Host Rewards as well as profits! You can use the products personally or add them to your Starter Kit. You can use all the money you make for anything you want! How fun is that!

Debuts can kick it all off. There are so many advantages of having at least one Debut within your first few weeks of enrolling. You may also choose to hold more than one and enjoy lots more success:

- 1. You will reach lots of people, quickly** – When you invite someone who is not able to attend your first Debut, you can respond with, “Oh, that’s okay, Lori. I’m disappointed you can’t join us on Friday, but the good news is I’m having two other L'BRI Debuts – on Saturday morning and Tuesday evening. I know you will love discovering the amazing anti-aging products and the importance of using safe ingredients on your skin. Which day works best for you?” (If those days don't work, suggest a time to meet privately so absolutely no one you care about misses the opportunity to learn about L'BRI.)
- 2. You will gain confidence** – Sharing L'BRI with others in close succession is the best way to become comfortable with the products and income story.
- 3. You will schedule future Shows** – Your “warm circle” of contacts – people who like you and care about you – will be more likely to plan a Show of their own if they have tried the products and have seen that a L'BRI party is a really fun experience. They will then want to receive L'BRI products for free and discounted! PLUS, you may offer your hosts a BONUS of \$50 in extra L'BRI products of their choice as a thank you for holding and closing a qualified Show within your first 50 days.

These initial hosts will introduce you to so many other people outside of your circle of friends and family. Think of all the fun you'll have getting L'BRI on even more faces!



Action STEPS

- Set dates for the Debuts and future Shows you would like to hold. Invite long distance friends and family and go LIVE at the Debut to share L'BRI virtually! They can become future Facebook Party hosts!
- Review [How to Host Your Debut](#) and [How to Debut your Business on Facebook](#) for tips on how to invite guests and how to make Debuts successful and fun.
- Contact your Sponsor or Leader with any questions.

“When I bought my Starter Kit, I wanted nothing more than the deal of the kit and the personal discount moving forward. But after my Debut and agreeing to do a Show for a friend, I discovered how much I enjoy sharing these incredible products! So, I kept sharing the products and eventually the opportunity with anyone and everyone! I made time for L'BRI because I loved it and I know the products and opportunity are life-changing.” —Kristy L.



Build a Contact List

You'll want to give everyone you care about the opportunity to experience L'BRI. Building your list of prospects is a continual process, so keep adding names as you think of them. You meet people every day, and these interactions bring opportunities to share L'BRI.

Building your Contact List is a valuable step in getting started. Think of people in the many areas of your life. Use this **FRANKE** list to get you started:

- F** – Friends, those who live close and far away
- R** – Relatives, close and distant
- A** – Acquaintances, co-workers and social groups
- N** – Neighbors, current and previous neighborhoods
- K** – People you know through your kids
- E** – Everyone else – Facebook friends, people you know through your spouse, etc.

Take the time to consider each person and how they can gain the most from L'BRI.

Ask yourself:

WHO would be a great host? Offer them one of the four party experiences: skin care, anti-aging, body/hair care and makeup.

WHO may need some extra money right now? Invite them to join you as a Consultant.

WHO loves makeup or needs quality skin care? Invite them to one of your Debuts to learn more.

WHO is really into safe ingredients? If they can't come to a Debut, offer them some samples.

It's important to mention the reason you're contacting them. Indicate on your Contact List how they might best benefit by being introduced to L'BRI.

Action STEPS

- Review FRANKE to help you start your Contact List!
- Keep adding names to your [Contact List](#).



Start Connecting

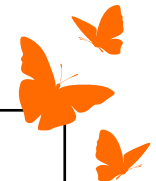


L'BRI products are amazing, but nothing sells itself! Once you have your Contact List created, start connecting with each person. Share your enthusiasm and be confident that you have a very valuable product, income opportunity and service to offer. Be authentic and sincere when contacting them.

There are 6 ways you can begin to share L'BRI with those on your *Contact List*:

1. Invite local friends and family members to one of your DEBUTS. If you are comfortable with Facebook, invite long-distance friends to a Facebook Debut.
2. Offer to have a practice FACIAL with them. Suggest they invite a few friends to join them. It could turn into a small party.
3. Ask them to take the quiz in the SKIN CARE ADVISOR to discover which products are best for their skin type and concerns.
4. Invite them to HOST a get-together to share L'BRI with their friends and get free and discounted products.
5. Invite those who may benefit by joining L'BRI to take a closer look at becoming a CONSULTANT.
6. Encourage them to order a free SAMPLE Set from your L'BRI personal website (they would just pay shipping/handling). Post an offer on Facebook to send free L'BRI samples.

Action STEPS



- While contacting people, refer to [Words to Say When Introducing L'BRI](#).
- Contact 5 people a day for 10 days in a row. That's a fast way to connect with 50!
- Chat with your Sponsor or Leader. Let them know how you're doing. Ask any questions that may have come up in conversations.



Offer Samples

Offering samples is a wonderful way to introduce L'BRI, particularly to people who live far away from you. L'BRI provides simple ways to introduce the product through sampling:

1. People can order a [FREE Sample Set](#) from your L'BRI website and just pay for shipping/handling.
2. And as a NEW Consultant, you also received FREE SAMPLE SET mailings. A postcard is included in your starter kit for you to track these mailings and the link to place your orders is at the bottom of your Fast Start in 50! tracker. Remember, these need to be redeemed in your first 50 days, so don't wait!
3. Always carry a few samples with you so you're ready to offer them anytime, anywhere. You can also give them away at Shows and vendor events. Samples are available to buy in the Consultant Only Items section of your shopping cart.
4. Send samples through [Sampling Made Easy](#).

Action STEPS

- Go to your website, click on the FREE SAMPLES tab, and read all the details.
- Send the 3-minute video [L'BRI FREE Skin Care Sample Sets](#) under Sample with Sizzle in the Learning Center to 5 friends and follow up to ask if they would enjoy trying some samples or getting together to try the products.
- Review the [Seven Key Tips on How to Sample Your Way to Success](#) to make it easy to offer samples and get results.
- Offer samples to 10 friends by sending a personal message on Facebook this week.

“Listening to Linda's Sampling training helped get me started. I selected a couple of products I really love and kept samples of them with me at all times. I started in my comfort zone: with Facebook friends, at the gym and grocery store and then reached out to others. I set a weekly sampling goal and found the fortune is in the followup.” —Sandy G.

On with the Show



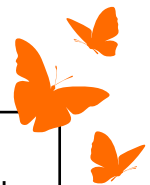
A L'BRI Show or party is simply a gathering of people interested in experiencing L'BRI. Holding a Show is the most effective way to be in front of the most people at one time. They can be held in person or virtually, for example Facebook and Zoom parties.

You can offer four different **Party Experiences**. Each experience can appeal to different hosts and guests.

1. Skin Care
2. Anti-aging
3. Body/Hair Care
4. Makeup

The L'BRI Party Flow Cards will make the party simple and fun by guiding you through some keys to a successful party: What products and supplies to bring; how to make it fun by awarding prize points; what to say about the products; how to get orders and referrals; how to attract future hosts; and how to identify sponsoring leads.

Always partner with your hosts to help them have a successful party. Review the [How to be an Amazing Host](#) with them—step by step. Stay in touch and keep them excited about their Show.



Action STEPS

- Review the Party Flow Cards that came in your Starter Kit. The four different sets of L'BRI Party Flow Cards can be ordered in the Consultant Only Items section of your shopping cart.
- Check out the Monthly Product Specials and Host Bonus in the Business Center under [Resources](#) and share with friends why this month is the best month to party!
- Invite three friends to help you get started by hosting a Show with their friends.

“I joined L'BRI only for the product savings and discounts I'd receive for my personal use. I loved the products, but just knew I could never do more as a Consultant. Talking to groups of people and trying to sell anything... no way! Well, less than a month later I couldn't keep L'BRI to myself. I invited my girlfriends over to do facials. That night was over \$1,000 in sales, a booking, the beginning of lots more gatherings, and many new friends!” —Michele D.

“I loved the products, but never intended to do more than just purchase what I wanted using my Consultant discount. But then a friend asked me to do a Show for her, and I reluctantly agreed. I'm so glad I did, because I realized how much I enjoy sharing these amazing products with others. Well, one Show led to another...and here I am, enjoying success! And I couldn't be happier!” —Kristy L.



Let's Get Social

Social media is an effective and efficient way to reach lots of people to share L'BRI. Facebook remains the most popular platform, and it's important to learn how to use it to make friends and build relationships. There are definitely some key strategies that will lead to your success and certainly things that you don't want to do as well.

If you are not comfortable with Facebook yet, there is tons of help in the Learning Center. Go through sections of the Social Media Training to build confidence and learn how to take advantage of the many ways to use this powerful communication tool.

Here are some quick Facebook tips to get you started:

- Your Profile picture should be an up-close and smiling head shot of YOU. Consider using the same picture with all the social media you use.
- Your cover photo should reflect who you are and what you love.
- Your Personal Profile name should NOT include L'BRI or L'BRI PURE n' NATURAL.
- Optimize your Facebook Personal Profile by completing your Intro, About section (including links to social sites), and add Featured photos that tell your story.
- Decide your strategy for posting on Facebook and create an action plan that will help you stay consistent. The Facebook Savvy Training in the Learning Center will show you examples of post ideas.
- Post relevant content that your customers will find valuable. Include a call to action which suggests a reply.
- Don't spam your Facebook friends by making almost all of your posts about buying L'BRI. A rule of thumb is eight to two. That is, eight inspiring, valuable, funny, interactive types of posts to two direct posts about L'BRI.
- Images and posts can be obtained from the L'BRI Corporate Facebook page, albums, the L'BRI Consultant Forum, your team Facebook group and the Media Gallery in the Learning Center. As often as possible, create your own images and posts.

***Fun* FACTS:**

Roughly two-thirds of U.S. adults (68%) now report that they are Facebook users (Pewinternet, 2018).

To break it down, 90.4% of Millennials, 77.5% of Generation X, and 48.2% of Baby Boomers are active social media users (Emarketer, 2019).

An average of 2 hours and 22 minutes are spent per day per person on social networks and messaging (Globalwebindex, 2018).

73% of marketers believe that their efforts through social media marketing have been "somewhat effective" or "very effective" for their business (Buffer, 2019).

54% of social browsers use social media to research products (GlobalWebIndex, 2018).



Instagram quick tips

Instagram is the fastest growing social platform. With more and more searching this platform for products they need, it's a great way to further market your new business.

Here are a few quick tips to get you started:

- **Create a business account.** This is important so that you can keep that which is really personal, personal.
- **Use and follow hashtags to attract your ideal client.** Hashtags are a great way to increase engagement as they work somewhat like a website, putting all posts with that hashtag in one easy to find place.
- **Be yourself.** As with all social media platforms, being authentic and sharing meaningful, relevant content is so important in building trust.
- **Get customers involved.** You don't have to create all your content. Let your customers know you want to feature them with a testimonial or photo of why they like L'BRI. Have them use a specific hashtag and then you can build a community of followers and re-share on your account.
- **Go LIVE and tell your story.** Stories build your know, like and trust factor and help others learn more about you.
- **Stick with a consistent color theme and filter.** The most popular pages have a consistent theme because Instagram is visual. Using consistent colors and filters will give your page a cohesive and professional look.



Action STEPS

- Create a post to announce your exciting new L'BRI business this week.
- Start by reviewing the valuable [Facebook training](#) in the Learning Center.
- If you want to party online, check out the [Online Party Training](#) in the Learning Center.
- Check out all of the images in the [Media Gallery](#) in the Learning Center.
- Read the [Social Media Policies](#) in the Business Center Library.

“As a business owner and work from home mother of four young children, social media was my only option to share L'BRI when I joined. It allows me to share my storyline around L'BRI and connect with current/potential customers and Consultants – a broader scope of people across the country. Connection is key for marketing yourself and L'BRI using social media, and using the right strategies can explode your business. In my first three months, I qualified as a Supervisor and earned my first incentive trip to Maui! I did this all through online Facebook events.” —Shannon B.



Increase your Income

How would you like to make more money with L'BRI and help others make more money too? You can when you sponsor new Consultants and qualify as a Supervisor. It is the first step toward earning exciting income and making a difference in the lives of others.

As a **Supervisor**, you can increase your income based on your personal retail sales, the sales of the Consultants you personally sponsor, and those they sponsor. As a Supervisor, you earn...

30% on your personal retail sales (26% for product sales plus 4% Monthly Retailing Bonus = 30%)

36% Consultant discount on orders over \$150

PLUS... 4% Sponsoring Bonus on the retail sales of the Consultants you personally sponsor

PLUS... 1% Sponsoring Bonus on 2nd level Consultants

Give yourself a raise and experience the joy of helping others start with L'BRI! If you're a goal-getter you can qualify as a Supervisor within your first 50 days.

1. Have \$150 or more in personal retail sales volume.
2. Have 4 or more personally sponsored qualified lines with at least one Consultant with sales of \$150 or more.
3. Have total retail sales volume of \$3,000 or more which includes your personal retail sales and the sales of all Consultants on your team.
4. Do the above in one month and you are a Supervisor! PLUS, once you achieve Supervisor you will keep your position forever!

Action STEPS

- Contact your Sponsor or Leader to help you make a plan to reach Supervisor and begin earning even more income.
- Your income is unlimited! Take a look at the generous [Income Opportunity](#).
- Begin now making more money. Review the [Show Me the Money](#) program flyer. It's a smart way to increase your income each month.

"My promotion to Supervisor represents two benchmarks in my life. First, it represents my overcoming fear, not only in my business life, but in my personal life as well. Second is the result of sharing the opportunity with other women. That is very exciting to me! I like to think of it as "paying it forward." The L'BRI story is amazing!" —Jean K.

Invite Others to Join L'BRI



Everything is more fun with friends! You know many people who could benefit by becoming a L'BRI Consultant. When you offer the opportunity to join L'BRI, you are offering the gift of a new, exciting, profitable, and often life-changing venture.

Share Your Story – WHY you joined L'BRI and the difference it is making in your life. People will see that L'BRI has so much to offer. Ask questions to find out if anything has changed recently that has them thinking they need more fun, funds or friends in their life.

Be genuine and share the benefits from your heart. People want to know that you care about them and want what's best for them.

Don't pre-judge or assume someone is not interested. You never know who may be wanting to give L'BRI a try. You just need to offer it to everyone.

Ask yourself:

Who would you love to work with?

Who do you know who may need some extra income?

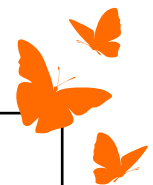
Who do you know who wants to have more time for the things that are important to them?

Who do you know who wants to start their own business and be their own boss?

Who do you know who wants more flexibility and freedom?

Action STEPS

- Identify special people from your Contact List. Jot down why they could benefit from the opportunity. Share Your Story with them. Invite them to one of your Debuts or send them samples so they can fall in love with the products.
- Invite these special people to take a closer look at what L'BRI could bring into their life.
- Let your Leader know who is on your "Top 10" list so they can help you follow up!



"One of the biggest joys is sharing this opportunity with others and watching them "catch the fever" of L'BRI. As they experience personal growth, new friendships, extra income and amazing incentives, it just makes this journey all that more rewarding." —Jennifer S.

"I became passionate about L'BRI. I booked more Shows, did more one-on-ones, more sampling, and shared the opportunity... from my heart... and people responded. The momentum of that is an amazing feeling." —Kathy S.



Enjoy the Journey!

Keep Connecting, Learning, and Growing!

Chat often with your Sponsor and Leader. They are very committed to your success! Remember, they were once new Consultants and had questions, successes and challenges too.

YOU are L'BRI to everyone you meet.

- When you represent your brand well, customers will view you as a credible and trustworthy source for their skin care needs. Take those few extra minutes each day to pamper your skin with L'BRI and apply a little makeup. You never know who you will run into when you're out and about... it could be your next customer!
- Always be prepared with L'BRI literature with your contact info on it: Why L'BRI, product catalogs, opportunity flyer, and always have samples on hand.
- Be friendly and open to initiating conversations throughout your day. Smile and make eye contact with others. Give sincere compliments – generously and often.
- Be approachable, warm, genuine and confident when chatting about L'BRI. You have the best safe, effective and affordable products to offer.

Earn while you learn.

- You don't need to know everything before you start sharing L'BRI and making money.
- Continue reviewing this Successful Start Guide especially in your first 50 days.
- Keep learning by exploring additional topics in the [Learning Center](#).
- Participate in all that's available: team meetings, conference calls, online training, company events.
- Visit your Team Facebook Group and the L'BRI Consultant Forum each day.
- Look at the Business Center NEWS tab a few times a week to stay current on announcements.
- Stretch yourself – personally and professionally – and enjoy exciting new achievements.

Be patient and keep growing.

With any new venture, it takes a while to get comfortable. Be committed, be consistent, think of ways to “serve” your customers, be positive and have fun! Share the L'BRI products and income opportunity with everyone in your world – locally and across the country. They will love you for it!

We are so thrilled that you are part of the L'BRI family and hope you will enjoy the rich opportunities that are available for you. We encourage you to let your dreams take flight. The joy is in the journey!



Action STEPS



Complete all of the **ACTION STEPS** and receive the gold L'BRI aloe logo pin that you can wear proudly. Contact L'BRI Customer Service at support@lbri.com so we can send your pin as a celebration of your achievement!



“The key to realizing a dream is to focus not on success but significance — and then even the small steps and little victories along your path will take on greater meaning.”

—Oprah Winfrey

