

# The *Just* Opportunity: Beyond Essential Oils

*Just*<sup>+</sup>

## Discover What's Beyond Our Essential Oils

If you are reading this brochure, chances are you have fallen in love with **Just** products and are curious about the business opportunity. If so, then you're already off to a fantastic start.

When people are excited about a brand or product, they quickly become loyal Customers, and they want to tell their friends and family all about it. They want everyone to benefit from this product as much as they do.

However, **Just** offers so much more than just amazing products.

By becoming an Independent Consultant, you have the opportunity to ...

- Save on your favorite products with a generous discount
- Earn free products
- Earn good money for your time invested
- Great incentive trip opportunities

... simply by sharing the products with others and building a community of individuals with common values and a love for quality well-being.



Perhaps the greatest opportunity of all is the ability to make money simply by telling others about **Just** products.



You can earn income—a lot or a little, but more on that later—enjoying your favorite **Just** products, sharing your excitement with others, building a community, building your business, traveling, having fun and living your best life. How fantastic is that?

## Side Hustle or Main Hustle? The Choice is Yours

Whether you are interested in a side or a main hustle, that is completely up to you. The key word here being "hustle."

Like any other business, your income depends on how much time you dedicate to it.



Businesses like **Just** are thriving in today's economy because more and more people are looking to supplement their full-time job.

Combine the love for **Just** products and the need for a flexible income opportunity and you have the makings of a successful **Just** Independent Consultant.

## You Make It All Possible

Here is where you can make it all possible. You decide how much you want to earn, when and how quickly you want to advance.

**Just** offers one of the most profitable and flexible compensation plans available, providing you with a wide variety of avenues and tools to pursue your social selling business.



# Earn Income from your Personal Sales as an Independent Consultant

As an Independent Consultant, you can earn anywhere from 25% to 40% retail profit before expenses from your Customer sales, depending on your monthly activity. A typical Wellness Spa has 4 or 5 guests and the average **Just** customer order is between \$75 and \$89.

Spas are the best way to boost your earnings every month, even as a part-time Consultant.



As a part-time Consultant with less than \$500 in retail sales a month you could earn:

- \$75 average customer order x .25 (25% of retail price is the base commission) = \$18.75 profit before expenses

How much time it takes you to earn and steadily build your income is entirely up to you. Many people looking for an extra income opportunity only have 4 to 5 hours a week to dedicate to a side hustle.

Check out the examples below to what you could potentially earn a month as a part time **Just** Independent Consultant.

Let's say you average 4 customers with a \$75 order every week:

- 4 Customers x \$18.75 (profit before expenses on each sale) = \$75 of income before expenses
- \$75 x 4.3 (average number of weeks in a month) = \$322.50 of extra income a month from your **Just** side hustle



**Now let's say you average 17 customers with a \$75 order every month and include the 5% Personal Sales BONUS:**

- $\$1,275$  (17 Customers for the month spending an average of  $\$75 = \$1,275$ ) = total profit before expenses of  $\$318.75 + \$63.75 = \$382.50$  of extra income before expenses a month from your **Just** side hustle

Dedicating less than 20 hours a month to your business could potentially earn you almost \$400. If you divide  $\$382.50$  by 18 hours you come to  $\$21.25$  an hour—not bad for a side hustle!

It's always a good idea to subtract normal business expenses from the gross profits of your sales.



Normal expenses include things like the cost of business supplies such as catalogs and order forms, and travel expenses such as the cost of the gasoline you use to meet a Customer and make the sale.

If you choose to have a personal website provided by the company you will want to deduct that monthly optional cost of  $\$8.99$  from your gross profits from sales for that month. See the example below using the figures from above.

You made  $\$400$  in profits before expenses from your sales last month.

**From that \$400 figure you deduct:**

- The cost of gasoline if you drove for business purposes.
- The cost of catalogs, order forms and other literature you may have given to Customers.
- The cost of sample products you used in your demonstration.
- The  $\$8.99$  monthly cost of the personal website provided by **Just**.
- Any other expenses you may incur to do your business.

## Level Up Your Earning Potential with Leadership

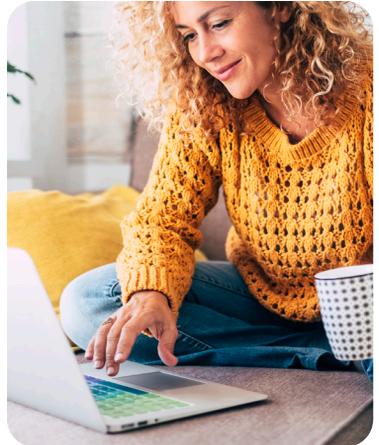
What if you could get a raise at work without having to impress a boss by putting in extra hours or late nights at the office? That may not be possible at your 9 to 5, but it is with **Just!** As an Independent Consultant, you are your own boss and can give yourself raises by working the flexible hours you want stepping up to Team Leader or higher because the income before expenses for time spent goes up significantly.

### Team Leader Qualifications:

- \$500 in Personal Sales every month
- 3 or more personally Sponsored active Consultants
- \$2,500 or more in Team Sales

### Team Leadership comes with fantastic sales bonuses:

- A 5% Personal Sales Volume Bonus with \$500 or more in Personal Sales
- A 10% Team Leader Sales Bonus



### This means a total of 40% on Personal Retail Sales:

- $\$1,275 \times 40\%$  (17 Customers for the month spending an average of  $\$75 = \$1,275$ ) = total profit before expenses of  $\$446.25 + \$63.75 = \$510$  of extra income a month from your **Just** side hustle

Dedicating less than 20 hours a month to your business could potentially earn you over \$500. If you divide \$510 by 18 hours, you come to \$28.33 an hour—congrats on your raise! And this doesn't include what you earn from the sales of the Consultants on your team (10% on your personally sponsored Consultants and 5% on the rest)!

## Getting Started

Becoming a **Just** Independent Consultant is incredibly affordable, quick and easy.

**Step 1:** Speak with your Consultant to let her know the good news—you want to join today!

**Step 2:** Order the Business Kit of your choice.

**Step 3:** Start thinking about who you want to invite to join your **Just** community.

**Step 4:** Plan and schedule your **Just** Business Grand Opening Event.

**Step 5:** Create a strategy to achieve your Jump Start Program, an incentive plan exclusively for new Consultants.



## Jump Start Your Best Life

The **Just** Jump Start Program is exclusively for new Consultants that pays you to start off on the right foot. There are four ways to great incentives as you hit your business benchmarks within your first few weeks.

### #1 \$100 Product Credit

Sell \$500 in your first 30 days and receive \$100 retail value in FREE product credit. Choose your favorite products.

### #2 \$200 Product Credit

Sell \$1000 in your first 30 days and receive another \$200 credit. That's \$300 total in free products—tripling your rewards!—when you sell \$1000 in your first 30 days.



### #3 Free Travel-Size Products

Sponsor at least one new Consultant in your first 60 days and receive a Chamomile Hand Cream, Eucasol and Pedicream in travel-sizes. Earn them during your first 60 days—there's no limit!

### #4 \$500 Product Credit

Promote to Team Leader by the end of your third full calendar month and receive \$500 in product credit.

*Program period begins when new Consultant application is received by the Home Office, not when the kit is received. Initial Kit purchase does not generate volume or commissions. Team Leader Qualifications: \$500 Personal Sales, \$2,500 Team Sales, 3 Personally Sponsored Active Consultants. Consultant reinstatements are not eligible for Jump Start Rewards.*

## Rewards Right Away

When you qualify for Level 1 of Jump Start, not only do you receive a \$100 in free products, but **if you follow these simple steps, you could earn more product credits and a great starter income!**



- Be your own Hostess! Plan your Business Launch Spa as a grand opening event for your business and to start selling products right away. For tips on how to plan your Business Launch Spa, see your New Consultant Welcome & Quick Start Guide.
- Reach \$500 or more in sales to earn \$150 in retail profit before expenses (25% commission plus 5% PSVB (Personal Sales Volume Bonus) for a total of 30%).

- Qualify for the \$100 Product Credit as part of the first level of your Jump Start Program.

**These steps come to a combined total value of \$325:** Commissions and bonus profit before expenses of \$150 + \$175 in free products (Hostess Rewards + Jump Start Program reward)—that's immediate added income!



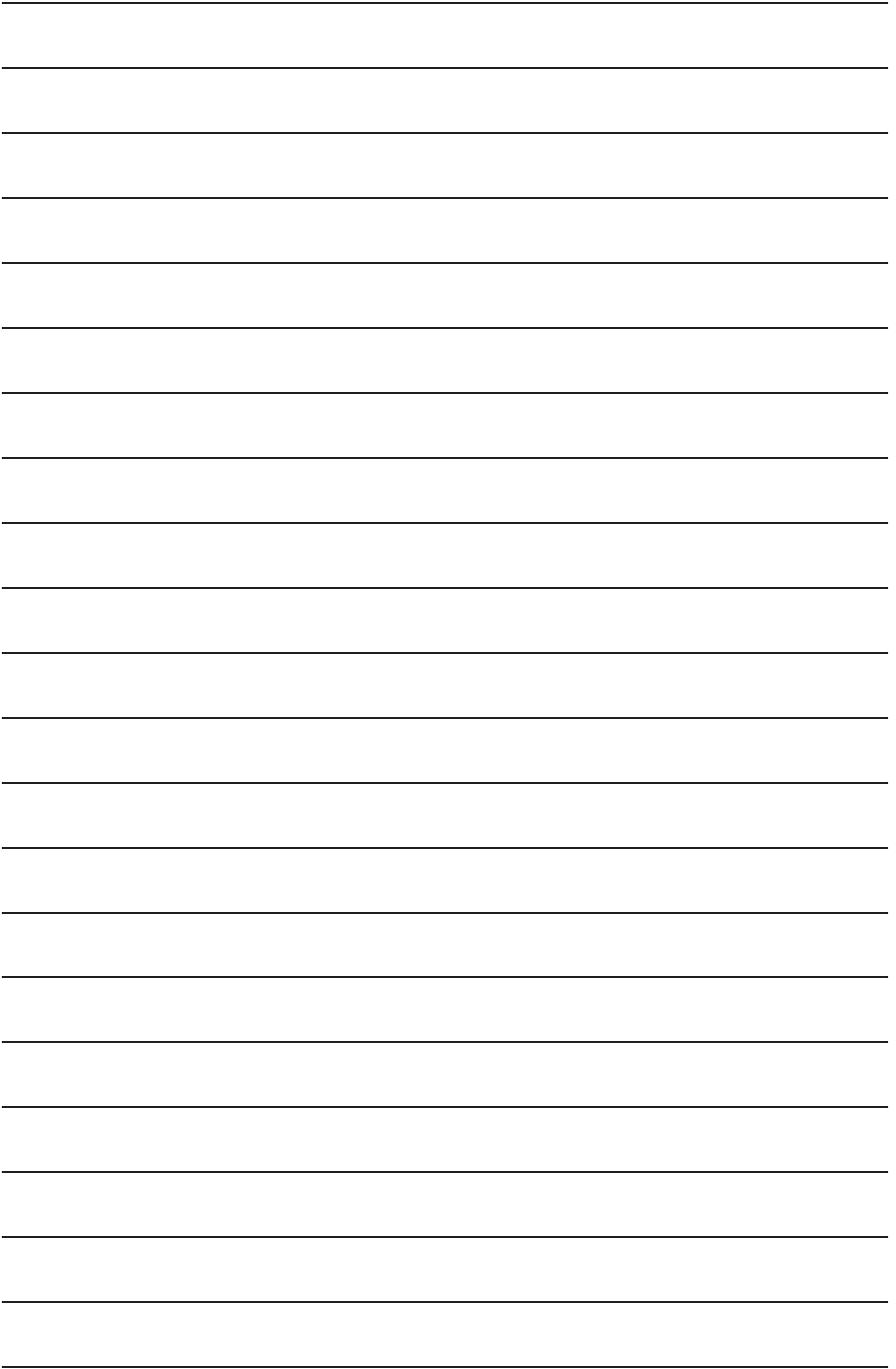
Repeat the steps above replacing your Business Launch Spa with a Wellness Spa and Facials Spa to get into a solid and consistent pattern of holding Spas and generating income and watch your **Just** business take flight.

## In Business for Yourself, But Not by Yourself

Your Sponsor, Team Leader and the **Just** Home Office team are available for you every step of the way. In addition, you also have access to the following resources.

- **Training:** Training that works for you, face-to-face, webinars, podcasts and printed/downloadable materials.
- **Online Virtual Office:** Access to an online Virtual Office with everything you need for your business and online support.
- **Website:** Your very own Independent Consultant website open 24/7.
- **Conferences:** Invitations to local, regional and national sales meetings and conferences.
- **Awards + Trips:** Recognition, product awards and cash bonuses, as well as all-inclusive vacations to the Caribbean, Mexico, South America, Europe and other dream destinations.
- **Promo Info:** Weekly and monthly promotional, informational and training communications.







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