

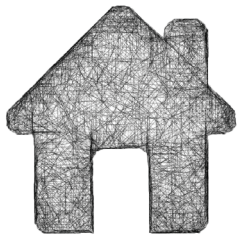
# PARTY TIME

SNIFF ME ♦ SHARE ME ♦ SELL ME

You are about to have an amazing Scentsy party. I want to help you earn as much as possible, so be sure you read this host handbook. As always, I am here if you have any questions!

## SIMPLE AS 1-2-3

1. Make your list
2. Gather up orders
3. Return all orders and supplies to me on our closing date



### ON LOCATION

Connect with friends  
+ try more than 90  
scents before you  
buy.



### ON THE GO

Pass around a  
Scentsy basket at  
work or school.



### ONLINE

Share a party link with  
friends from all over  
to earn big.

# SCENTSY MISSION

to bring value to the world by  
providing an industry-leading,  
family-friendly business  
opportunity selling creative,  
artistic, high-quality products  
that warm the heart,  
enliven the senses  
and inspire the  
soul.



\* Plus local tax and shipping. Your (\$99) starter kit will come with everything you need to get started!



# MAKE THE MOST AS A HOST

**Make a “Wish List”.** What do you want to earn? Set your goal to get your party to reach the level needed to earn it **ALL for FREE!** It is that simple. I know you can do it! Share, share, and share! The more you share, the more you earn!


**Take it With You!** Be sure you take your catalogs, and testers with you when you are out and about. Share with co-workers, friends, family, other parents, at the Dr. office etc... **The more you share the more you will earn!**

**The more you sell the more you will earn.** Example: a \$500 party will 3 items at 1/2 off and \$75 in FREE Product! Who doesn't love free? *\*See the hostess chart on the next page*

**Have friends and family far away?** No worries! I will give you a link directly to your online Scentsy party. They can order and have their favorite Scentsy delivered right to their door. *(shipping applies for online orders)*

**Bonus for you!** Get a friend to book a party with me and you will receive an additional item for 50% off when you order from their party.

**Excluded hostess items:** Major league baseball warmers, collegiate items, charitable cause items, and any bundle & save option that has \* listed next to it on page 70.



REMEMBER YOU CAN KEEP THESE PARTY ORDERS AND TURN THEM IN AS YOUR VERY OWN! I WILL SHOW YOU HOW TO MAKE THE MOST OF THIS AWESOME OPPORTUNITY.

# HOST REWARDS

Host rewards are based on the dollar amount of your party excluding tax and any shipping fees. **Party must reach \$200** before taxes to be considered a qualifying party.

Party Sales	Half-Price & FREE Product	Your Rewards
\$200-\$349.99	1 & 10%	1 Scentsy product at 50% off & \$20-\$34.99 in FREE product
\$350-\$499.99	2 & 10%	2 Scentsy products at 50% off & \$35-\$49.99 in FREE product
\$500-\$999.99	3 & 15%	3 Scentsy products at 50% off & \$75-\$149.99 in FREE product
\$1000 +	4 & 15%	4 Scentsy products at 50% off & \$150+ in FREE product

# PAYMENT INFORMATION

- » We accept all methods of payment to make it easier for you and your customers.
- » Please make checks payable to \_\_\_\_\_.
- » All major credit cards, are accepted. **Please be sure that all customers information is filled in.** I must have the **SECURITY CODE, ZIP CODE,** and customer **SIGNATURE** to process the card. *(all customer details are kept secure)*
- » Tax is calculated based on where the order ships. Normally all orders will ship to me directly, so the tax is \_\_\_\_\_%.
- » Online orders will have shipping and tax added.
- » Party orders that are \$200 and over will not be charged any shipping! YEP, that's right!...**FREE SHIPPING!**
- » **THERE IS NO PRODUCT CODE.** Simply write down the items you want, the quantity, and the price.

# CATALOG TIPS

- » Scentsy has outdone themselves with our Fall/Winter catalog!
- » The fold-out page located directly in the back of the catalog serves as a quick reference. This is a super useful tool.
- » Save money with our **BUNDLE & SAVE** options on pages 70-71.
- » Scentsy loves **KIDS**, so they created a spot just for them. You can find that on pages 56-61.
- » **CLEANING** has never smelled so good or been so easy, pages 62-63.
- » Check out the new **SCENTSY BODY** line of amazing products for EVERYBODY on pages 52-55.
- » Want to be a **SCENTSY VIP**? Who wouldn't, right? Free samples, exclusive offers, and there is no commitment! Check it out on page 71 or visit [ScentsyVIP.com](http://ScentsyVIP.com) for more info!



# SCENTSY TRAVELS

Scentsy offers a HUGE selection of scents **ON-THE-GO**. If you're anything like me, you love things to smell GREAT. So take Scentsy with you in the car, in your purse, to hotels, **everywhere** you go! On-the-go options are on page 50-51, and the list of their available fragrances are on pages 72-73.

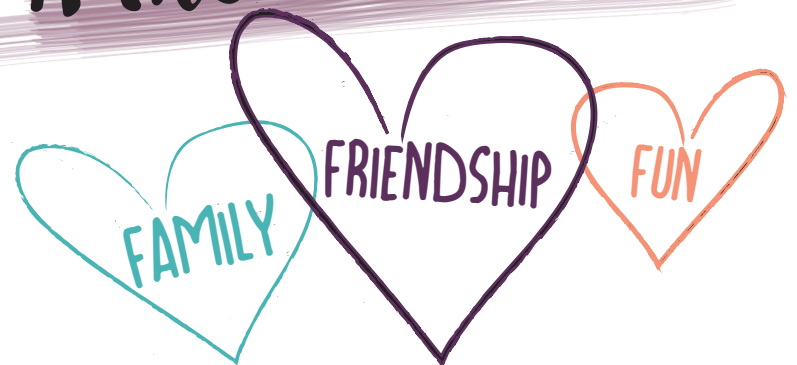
PLEASE DO NOT  
LEAVE WAX  
IN YOUR CAR  
OR ANYWHERE  
WARM. IT WILL  
MELT!

# BENEFITS OF BEING A *Scentsy* INDEPENDENT CONSULTANT

- » You don't have to worry about a boss
- » You can make your own hours
- » You don't have to carry inventory
- » There is NO dress code
- » There are no credit card fees
- » You have a team that will support and help you
- » Our home office is truly AMAZING
- » Your house will always smell GREAT
- » You get paid to use product you already love
- » You get to meet some amazing new people
- » You will get PAID to have fun and share Scentsy
- » Opportunity to earn free trips... and yes they are obtainable



## #TheScentsyLife



# SCENTSY Compensation Plan

MONTHLY RESPONSIBILITY	ESSENTIAL CONSULTANT	CERTIFIED CONSULTANT	LEAD CONSULTANT	STAR CONSULTANT	SUPERSTAR CONSULTANT	DIRECTOR	STAR DIRECTOR	SUPERSTAR DIRECTOR
Personal Retail Volume (PRV)		1,000†	500	500	500	500	500	500
Group Wholesale Volume (GWV)			1,000	2,500	6,000	10,000	30,000	80,000
Team Wholesale Volume (TWV)						2,000	6,000	10,000
Active Frontline Consultants			1	2	3	3	3	3
First Generation Directors							2	4

†Lifetime Personal Retail Volume must be obtained before rank advancement.

MONTHLY REWARDS								
Commission from PRV	20%	25%	25%	25%	25%	25%	25%	25%
Bonus from Personal Wholesale Volume			2%	4%	7%	9%	9%	9%
Frontline Essential or Certified Consultant TWV Bonus			2%	4%	7%	9%	9%	9%
Frontline Lead Consultant TWV Bonus				2%	5%	7%	7%	7%
Frontline Star Consultant TWV Bonus					3%	5%	5%	5%
Frontline SuperStar Consultant TWV Bonus						2%	2%	2%
Frontline Director (Q) TWV Bonus						3%	3%	3%
First Generation Director TWV Bonus						3%	3%	%
Second Generation Director TWV Bonus							4%	4%
Third Generation Director TWV Bonus								5%

Consultants earn 20 percent on the first 1,000 points in Personal Retail Volume (PRV) and 25 percent on all sales after that, plus up to a 9 percent bonus on Personal Wholesale Volume based on rank and a 5 percent bonus when monthly sales exceed 2,000 points in PRV. They may also earn leadership bonuses based on downline sales. Qualification for incentive trips is determined annually. For a detailed look at Scentsy's compensation plan, including what the average Consultant earns, visit [scentsy.com](http://scentsy.com), click Join, then click About Compensation.

# INCENTIVES

A Seven-night Mediterranean cruise aboard Royal Caribbean's brand new Symphony of the Seas.



Scentsy Family Reunion in Anaheim, CA



2018

Place contact label here