



**NEW  
DISTRIBUTOR  
PACK  
NEW ZEALAND**

**\$55 TO START YOUR  
OWN BUSINESS, YOUR  
OWN WAY**



# Welcome to the team!

It is fantastic to have you on-board! If you chose to join us for personal use or to make some extra money, we have the systems in place to support whatever journey you take.

## **Personal Use:**

Buy your favourite SeneGence products for between 20-50% off RRP.

## **Build your own business**

Buy SeneGence products at wholesale price and sell them at recommended retail price, instant profit. Build your customer base, build a team and you start earning commission bonuses.

## **Stock your salon/store**

Buy SeneGence products at wholesale prices and sell to your clients at recommended retail prices, instant profits.

We have amazing Facebook groups set up to give you access to experienced distributors, leaders and field leaders, as well as albums full of pictures and advertising at your disposal.

You also have instant access to our online training Webinars that you can access at any time that suits you, and all product information available online.



# Meet your CP



## Jacqui Burns

Ruby Crown Princess

Joined SeneGence: April 2015

### My SeneStory

I joined SeneGence in April 2015, after falling madly in love with these amazing Lippies! After showing every woman in my life how I couldn't smudge my Lipstick no matter how hard I tried, everyone wanted it! I thought, I love the product, I want a LOT more of them, I'll just join, get a discount and that'll be it. WRONG!

I decided to have a real go at the business, and I now have a team of 1100 phenomenal people!

I am currently a Ruby Crown Princess with my team hitting 2 Million in team sale in 11 months! I manage this fun hobby of mine whilst working for the government, studying and managing 2 young children.

I've been lucky enough to earn a trip to Vancouver, The Bahamas, Cabo Mexico, Costa Rica, DisneyWorld Florida, Hollywood, Sydney, New Zealand and Montreal!

I also drive a new Mazda CX-9 paid for by SeneGence!

With a little courage and passion in product you believe in, you can achieve anything!



# What discount do I get?

Your order discount is based on cumulative Points Value (PV) during each calendar month.

## **What is this PV we talk of?**

PV stands for Points Value. Each SeneGence product has a point value attached and this helps us measure our performance around the world, for example a LipSense Colour has a PV of 12.5 in New Zealand, Australia, the US and Canada though the prices all vary.

### **PV Breakdown**



<b>0 - 99.5 PV</b>	20% discount
<b>100-299.5 PV</b>	30% discount
<b>300-749.5 PV</b>	40% discount
<b>750+ PV</b>	50% discount

### **JUMP START!**

**300PV gets you 50% in your first 90 days, starting the day you join!**

**How AMAZING is that!**

**Orders of 350PV and over will get Free shipping!**

Always play around with your order before you submit it, sometimes ordering MORE products costs you LESS money.

To stay an active distributor, you only need a 100PV order every 6 months!  
Easy, that's 8 Lippies!

As an alternative you can buy 10 separate colours for your growing tester kit. (See next page for kit options)

Each 300PV order gets you 50% off in your first 90 days. 350PV gets you 50% off AND free shipping!! After your first 90 days, 300PV gets you an awesome 40% off, and 750PV gets you 50% off. Once you hit 750PV in the month, any size order is 50% off. Your monthly PV resets to zero at the start of each month.



# Kits

## Qualified Distributor Pack 300PV (save over 55%)

### 12 x LipSense Colours

1 x Beige Champagne  
1 x Bella  
1 x Blu-Red  
1 x Caramel Apple  
1 x Cocoa  
1 x First Love

1 x Fly Girl  
1 x Napa  
1 x Pink Champagne  
1 x Praline Rose  
1 x Sheer Berry  
1 x Summer Sunset

### 4 x LinerSense Lip Liner

2 x Glossy Gloss

2 x Matte Gloss

2 x Pearle Gloss

4 x Oops! Remover

**PLUS**

### 1 x Lips Demo Kit

1 x Napa LipSense  
1 x Blu-Red LipSense  
1 x Caramel Apple LipSense  
1 x Bella Lipsense  
1 x Beige Champagne Lipsense  
1 x Praline Rose Lipsense  
1 x Glossy Gloss  
1 x Oops! Remover

*Includes New Distributor Kit (NDK) Gloss Samples, LipSense Applicators, Beauty Books, Purchase Receipts, Application cards & Portfolio*

**Total 300PV**

**TOTAL= \$400 + Postage**

**Sell 6 starter sets and get \$504 back straight away!**



## Lips Kit (No PV) (Save 55%)

### 6 x LipSense Colours

1 x Napa LipSense  
1 x Blu-Red LipSense  
1 x Caramel Apple LipSense  
1 x Bella Lipsense  
1 x Beige Champagne Lipsense  
1 x Praline Rose Lipsense  
1 x Glossy Gloss  
1 x Oops! Remover

*Includes Gloss Samples, LipSense Applicators, Beauty Books, Purchase Receipts, Application cards & Portfolio*

### Total OPV

**TOTAL = \$125 + Postage**  
**(\$305 Value)**

## New Distributor Kit (NDK) - No PV

*Sent with a paid Distributorship. Not sent with a free Distributorship (during promotional period), free sign-ups will need to order an item with a minimum of 1 PV in order to receive the NDK.*

- Distributor Handbook
- Beauty Book
- Beauty Book Distributor Guide
- Career Opportunity Brochures
- Social Media Guide
- Welcome Letter
- Million Dollar Lips Book

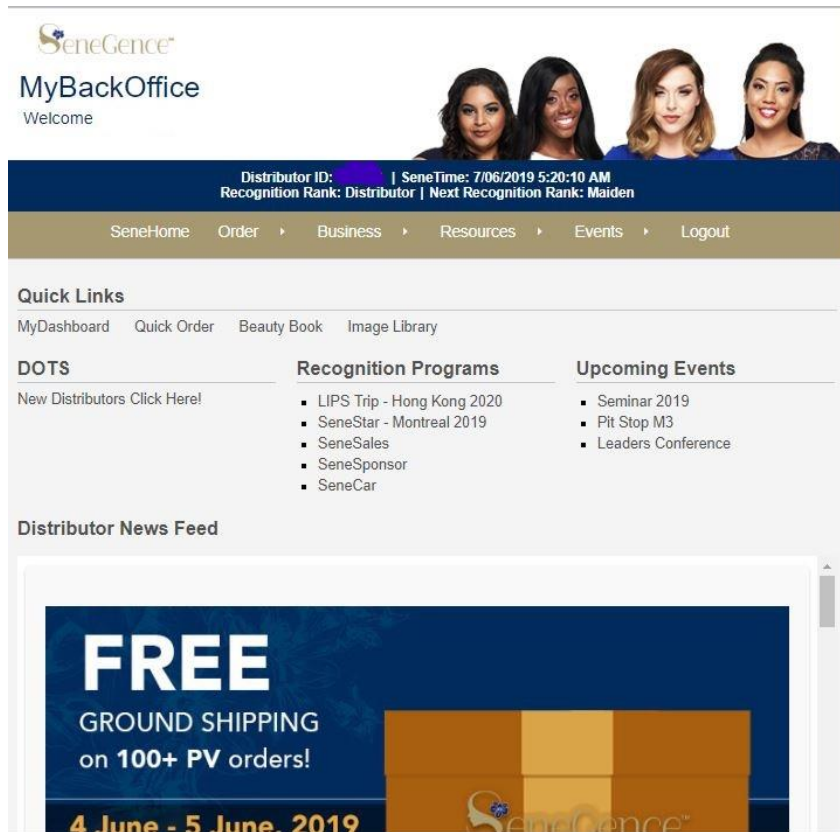
### Total OPV

**TOTAL = FREE**



# Your back office

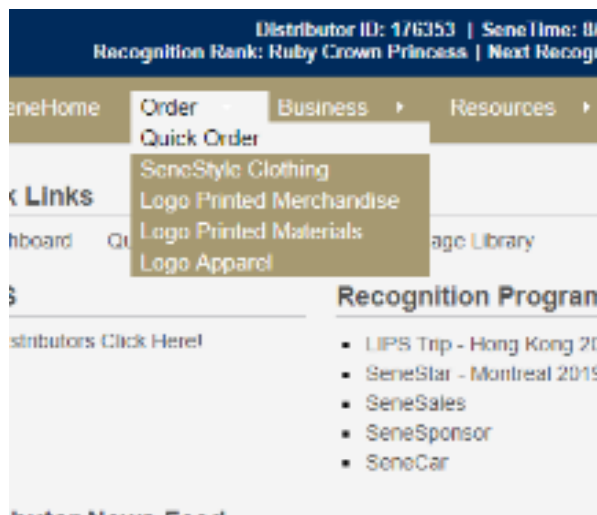
## What it is and what you can find



Your Back Office is where you login on the SeneGence website with your Distributor ID and password. It contains endless amounts of information to assist you with your business, from product and business knowledge to webinars, flyers and colour charts.

## Order tab

Here you can place your orders, check what is in stock and check what is Out Of Stock.



## Business tab

Here you can find; your order history, track your order, distributor profile, SeneCash, Compensation & Commissions, Policies and Procedures.

## Order History

To view your order history go to Business > Order History

Order ID	Order Date	Status	Total	PVPV
45951740	17/02/2019 5:16:55 PM	Shipped - Complete	866	608.0458
45926305	5/02/2019 5:13:10 PM	Shipped - Complete	1304.5	849.1007
45915886	1/02/2019 2:20:30 PM	Shipped - Complete	1254	904.4726
45879689	17/01/2019 10:09:02 PM	Shipped - Complete	710	490
45837145	2/01/2019 10:45:38 PM	Shipped - Complete	690	485
45836362	2/01/2019 4:28:45 PM	Shipped - Complete	1501.5	1113.5
45793479	13/12/2018 5:02:08 PM	Shipped - Complete	500	320.5469
45787149	11/12/2018 7:31:50 PM	Shipped - Complete	1148.5	811
45765357	4/12/2018 5:22:27 PM	Shipped - Complete	1442.5	1002.702
45730938	25/11/2018 3:30:59 AM	Shipped - Complete	468	315.4514
45705086	16/11/2018 11:32:26 AM	Shipped - Complete	1235	843.1984
45662597	1/11/2018 2:03:50 PM	Shipped - Complete	1509.5	1036.868

## Track your order

To track your order history go to Business > Order History > click on Tracking Number once your order status says > Shipped –Complete

## Distributor profile

Here you can update your card details, along with your personal details including your billing & shipping address.





# Build your team

**Building a team yourself is just another avenue of making money. Your customers may love it so much that like most of us, they want to join to get the benefits of buying at wholesale cost or better yet, they want to run their own business too! So what does that mean for you?**

**First Line:** 10% commission of your 1st Line PV Sales.

These are the ladies that sign up directly under you. If they order 1000PV, you get \$100 US dollars, x1.2 for NZD would be \$120.

## Downline commissions



- 1<sup>st</sup> Level- 10%
- 2<sup>nd</sup> Level- 20%
- 3<sup>rd</sup> Level- 30%
- 4<sup>th</sup> Level- 5%
- 5<sup>th</sup> Level- 5%

**On 1-100PV!**

ORDER 100PV  
TO COLLECT  
COMMISSIONS

## Group Sales volumes bonus



- 1<sup>st</sup> Level- 10%
- 2<sup>nd</sup> Level- 6%
- 3<sup>rd</sup> Level- 4%
- 4<sup>th</sup> Level- 3%
- 5<sup>th</sup> Level- 2%

**On remaining  
PV 101 & above!**

ORDER 300PV  
TO COLLECT  
COMMISSIONS

To achieve Downline commission in Levels 1-3 you must order 100pv within the same calendar month. Order 200PV to get Level 4, and 300pv to get level 5 commissions.

To achieve GROUP Sales you must order 300PV within the same calendar month.

To achieve GROUP sales commission on lines 2 through 5, you need 5 Downlines on that line and all lines above, all with 300pv orders as well as yourself.

More information on the commission structure is available in the Back Office under Business, Compensation and Commission.



# I'm new, now what?

## **Plan a launch party!**

Get the ladies in your life around to play with your testers and try the product themselves, they won't believe their eyes!

## **Fill your calendar**

Book in catch ups with family, friends, co-workers etc.

## **Be a product of the products!**

Try every colour, every product, take selfies and share!

## **Free Advertising**

Wear lippy, put stripes on your hand, carry a WOW bag, it's the best conversation starter!

## **Videos/Pics**

When you're ready, do an application video, or swipe test of your own, your family and friends will believe it more when they see it on you!

## **Aim for 50% off**

In your first 90 days, 300PV is your aim, that's the best discount at 50% off.

After your first 90 days, aim for 750PV or break up your orders into separate ones, eg 350pv = 40% off and free shipping, your next order of 400pv in the same month will get you 50% and free shipping too! This way you get the most profit! If you can, invest your profits and use the profit you initially make to fill your tester kit as they release more.

## **Start a Facebook Page or Group**

Use the many photos available from our support groups to create posts and start filling your page with information.

## **Block out SeneGence time**

Use this time to fill up your available time in your calendar, contact local salons, organise catch ups with friends, and find new ways to show your new amazing products off!

## **Organise business cards**

With the application instructions on the back. Vistaprint are cheap and easy to use.



# I'm new, now what?

## Where can you find help?

### **Training Kit!**

Read everything, watch everything! Go through the Beauty Book that alone has so much useful information.

### **Back Office**

Watch Webinars: Available in the back office under Resources, Training, Webinars there is a webinar on every topic.

### **Facebook Support Groups**

Your upline will add you to all our support groups, there is a search function you can use from a phone or PC so you can search on the question you have and get answers quickly. There is also loads of videos, pictures and info in the photo albums and files sections.

### **Uplines**

If you can't find the answer yourself or want another opinion just contact your upline, it's what we are here for! b

### **Warehouse**

Orders are dispatched pretty quickly. During busy times it can be longer, if you need assistance with an order contact the warehouse.

*The warehouse work Monday to Friday.*

*They have a standard 72 hour processing period before orders are shipped then it depends on the courier after that.*

*Public holidays, product releases, end of month and start of month will impact orders.*

**NZ Distributors can contact SeneCare NZ  
Customer Service Team Monday to Friday  
9am to 5pm on (09) 303 9092  
[newzealandinfo@senevence.com](mailto:newzealandinfo@senevence.com)**



# I'm new, now what?

## Top 10 things to do as a new distributor

### **1. GRAB A KIT LADIES!!**

Order stock if you can, purchase a Qualified Distributor kit which comes with loads of value. OR try to order a minimum of 300PV in your first 90 days. Which is 50% off, biggest money maker!

### **2. GET CUSTOMERS!**

Swipe the back of your hand with the same lip colours you put on yourself every morning, and a few more. Make this a habit. It will start conversations with others, they will want to know what is on the back of your hand. DO NOT WAIT until your inventory or supplies arrive, use whatever lip colour you have to start "wowing" others. Set up bookings NOW for when your kit and inventory arrives, message your friends and see what they are up to this weekend and plan a visit.

### **3. KNOW YOUR SCHEDULE**

Buy a diary just for SeneGence. Mark out the times you cannot do SeneGence due to outside work, family, etc. CIRCLE all of the time slots you CAN do SeneGence. Try to FILL each CIRCLE with an action, work on videos, pictures, contact friends, book parties etc.

### **4. TRAINING IS THE KEY TO SUCCESS.**

Soak up as much information as you can each week, start by listening to the CD's and DVD's in your kit. Watch the video. Attend trainings, local trainings & conference call trainings each week. Write each training event on your calendar. Book yourself for training first. Learn Something New Each Week.

### **5. SHADOW ANOTHER DISTRIBUTOR.**

If you can, learn by watching an experienced distributor. Take advantage of these opportunities whenever possible. Contact your upline to schedule a shadowing experience. Learn how to Earn.

**Effort equals outcomes.**



# I'm new, now what?

## Top 10 things to do as a new distributor

### **6. CARRY YOUR TESTERS/PRODUCT ON-HAND AT ALL TIMES!**

You never know when you might WOW! Be prepared to swipe others with colour and to book an appointment on the spot. Use the 3-foot rule: if there is a woman within 3 feet of you, talk to her. Start the conversation by saying "Wow gorgeous colour Lippy is that LipSense? Have you heard of SeneGence?" or "Have you seen this lip colour before?" THEN proceed to ask her if you can show her a SAMPLE of the lip colour on the back of her hand. SWIPE. Ask her if she can rub it off. Ask her if she would like to have a lippy party and get some host benefits. BOOK the appointment.

### **7. GIVE EVERYONE 2 CHOICES!**

Swipe them with colour - then say "You can buy as a customer at full price or join and get wholesale prices" ... "Would you like to have a look at the full colour range?" Let them decide if they want to purchase or sell themselves.

### **8. SPEND MOST OF YOUR TIME NOW BOOKING DEMOS, BOOKING INDIVIDUAL APPOINTMENTS, ETC.**

Book, Book, Book...Everything. Everything comes from BOOKINGS. Everything counts as a booking too... 1 on 1 appointments, group demos, markets, Fetes, Ladies nights, referrals... etc.

### **9. OFFER NEW PRODUCTS AS THEY ARRIVE**

As NZ gets more products and shades, reach out and get past hosts to have you back again to play with the new arrivals! You will increase your sales and your re-orders. Wow them with LipSense first and then offer the other products. Follow up new customers and ask them if they would like anything else (a tinted moisturiser or mascara). Each Hostess can have multiple demos for you. A lippy party, Eyeshadow party, Skincare party etc

### **10. DO CUSTOMER CARE CONTACTS WITHIN 48 HOURS OF PURCHASE**

Check back with them, this is how you retain your customers. Contact them every 2-3 months after each purchase for re-orders. People get busy and will appreciate your help and you will love the increase in your re-orders by making the contact yourself.



# Significant Seller

SeneGence honours Distributors who build a Customer base and consistently sell SenseCosmetics and SeneDerm SkinCare month after month of the Seminar Year. These Distributors are our Significant SeneSellers or \$\$\$ Distributors.

## Qualification requirement

Place 750pv in cumulative orders for 3 months in a row, and when you place your 750pv order in that third month your free product is automatically included!!

How awesome is that!  
If you drop a month, you must start the 3 months again to requalify.

## Continued Performance Requirement:

After initially qualifying Distributor remains a member of the \$\$\$ Program indefinitely as long as monthly 750 PV requirement continues to be met.

### Significant sellers are entitled to:

- Receive Free product Every Month.
  - Priority shipping for orders.
- Participate in SeneGence focus groups for new programs and product development.
- Power Pocket Participation option to help you grow your Downline and increase commission income.
- Special category for recognition in monthly newsletter.
  - \$\$\$ recognition on your SeneSite home page.

*Open to Distributors in US, CAN, AU & NZ*  
**ARE YOU THE NEXT SIGNIFICANT SENESELLER?**



# Free trips



# Senecar

Details in back office under resources > rewards and recognition > SeneCar



## Choose Your Car. Choose Your Blue.

SeneGence Independent Distributors are eligible to receive a reimbursement allowance toward a new car.

### How to earn your “Trophy on Wheels”

#### Personal sales eligibility requirement

Place monthly cumulative orders of 750 PV or more for the three consecutive months in which you are qualifying.

#### Downline sales eligibility requirement

Tier One Eligibility – Accumulate a combined total personal PV and/or First Live QV from orders on your first level downline, equal to 22,500 for the same three consecutive months.

Tier Two Eligibility – Qualify for Tier One, and then concurrently accumulate a total of 22,500 QV on your second level downline for the same three consecutive months.

#### Complete program rules available in your Back office

When you earn your SeneCar by achieving the program qualifications, you then acquire a new car of your choice in any factory blue colour. Send us the required paperwork and you will receive the following amounts as your monthly car payment allowance:

**Tier 1 = \$350.00 NZD monthly lease allowance**  
+  
**Tier 2 = \$350.00 NZD monthly lease allowance**  
**Total = \$700.00 NZD monthly (for achieving both Tier 1 & 2)**





# SeneSite

## Coming to NZ in the near future

### What is a SeneSite?

A SeneSite is a customizable website and 24 hour e-commerce tool created for SeneGence Independent Distributors to use as a portal for their businesses online.

### **What can it do for my business?**

In today's world, people lead very busy lives. By having a well presented website you can keep your business open for the convenient sales of products and communication with your Customers at all times of the day and evening.

Not only is a SeneSite an affordable tool that allows you to be open for business 24/7, once you have a SeneSite you can list the unique web address, or URL, on your business cards, Beauty Books, your vehicle and more to drive traffic to the site so your Customers can learn about all that you offer including the opportunity for them to become Distributors themselves.

By having an online presence with your SeneSite, you automatically expand your market significantly by making yourself available to people in other time zones rather than the limited audience you could reach in only your local geographical area. Your site will also be searchable in major internet search engines like Google and Yahoo.

### **Isn't it complicated to set up a website?**

A SeneSite is simple to set up, as SeneGence has already designed a beautiful template that includes professional product images, product knowledge information, and more. You simply fill out personal details about yourself, provide your contact information and select your preferred credit card processing merchant. You can also choose to customize your SeneSite by selecting a background from available options, uploading photos of yourself, and more.

A SeneSite also features the following to enhance a Customer's experience:

- Scroll over lip feature - which displays available shades of LipSense
  - Product reviews and testimonials
  - User-friendly navigation
- New features and updates happening soon!



## How much does it cost?

The annual fee for a SeneSite is \$99. This fee is inclusive of design, set up and maintenance for a full year from date of activation. It also includes technical support from our corporate headquarters and automatic updates when new features are added. There are also a semi-annual, quarterly and monthly payment plans available. Having an active SeneSite also entitles you to presence in our "FIND A DISTRIBUTOR" database on senegence.com which connects new Customers to a Distributor in their area (via zip code search).

## What your SeneSite looks like

These are being revamped constantly... stay tuned for updates!

SeneGence<sup>International</sup>

[Home](#)

[Shop Now](#)

[Sell SeneGence](#)

[About SeneGence](#)

[Contact Me](#)



For beautiful skin and a fabulous career opportunity, contact me today!



*Jacqui Burns*

Independent Distributor



## **SENEGENCE TRAINING PACKAGES**

These packages are amazing value AND you do not need to rank to attend the events when you purchase a package!

### SeneSential Distributor Training Packages

Your Business support tools are here! Explore the hand-picked Training Packages designed to support SeneGence Distributors of all levels, from casual to full-time. Take advantage of the incredible savings and choose your Training Package today!

What's Included?	Ruby	Sapphire	Emerald	Pearl	Diamond
Unlimited Distributor Back Office Access to Training Materials and Reports	x	x	x	x	x
Weekly Happy Hour Training	x	x	x	x	x
Bi-Weekly Virtual Business Training	x	x	x	x	x
Bi-Weekly Virtual Glamour Clinics	x	x	x	x	x
Local Area Trainings (see online Events Calendar for Trainings in your area)	x	x	x	x	x
Four (4) Regional Trainings held Annually*		x	x	x	x
PIT Stop Event Registration Fees (January and July)		x	x	x	x
Monthly Exclusive Business Training Webinar with Guest Speakers and Home Office Staff			x	x	x
Leaders Conference Registration				x	x
Launch Demo Conducted In-Person or Virtually by your Regional Sales Manager				x	x
Seminar Registration			x	x	
Seminar Registration for you and a Non-Distributor Guest					x
<b>Total Value</b>	Priceless!	\$650.00	\$1,450.00	\$1,740.00	\$2,610.00
<b>50% Discount</b>	<b>FREE!</b>	<b>\$330.00</b>	<b>\$725.00</b>	<b>\$870.00</b>	<b>\$1,300.00</b>

*\*Four (4) Regional Trainings held Annually - Includes Glam & Gloss and Area Training Events. Any combination of the events are accepted but no more than four (4) total.*



**Most of all.... Have FUN!  
This is a pressure free and fun  
environment and we want you to  
have all the success in the world!  
Adjust that crown and put the work  
in and anything you want, you can  
create!  
xoxo  
Jacqui**

