Nerium
Success Planner
Listen to the Nerium Success Planner CD, hosted by Nerium International Co-Founder and President, Dennis Windsor and Director of Field Operations and Gold International Marketing Director, Mark Smith as they explain how to best utilize your Success Planner.
“Go confidently in the direction of YOUR dreams. Live the life YOU have imagined.”

—Henry David Thoreau

Section 1: What is Nerium?................................. 2
Section 2: Fast Start............................................. 4
Section 3: How-tos.............................................. 14
Section 4: Calendar.............................................. 21
Section 5: Resources.............................................. 30
Nerium International™ was founded upon the principle of being real in a frequently not-so-real world. We are committed to being the best and empowering our Brand Partners and customers to live their lives to the fullest.

We are not just another company. Our corporate team and Brand Partners are a like-minded family who truly want to make a difference in our world. We are dedicated to building a global community that strives each day to become better, achieve more, and build deeper relationships—all with authenticity, transparency, excellence, and fun.

**HERE’S TO YOUR SUCCESS.**
Nerium International’s Core Values

Be Real—At Nerium International, our mantra is real: getting real, being real, and creating real change. But we also want to attract genuine people who can be themselves and have fun.

Pursue Constant Development of Self—No matter how successful or accomplished one might be, there are always more improvements to be made.

Encourage an Entrepreneurial Spirit—Believe in your dreams enough to get outside your comfort zone. Remember to live life on your own terms.

Create a Positive Team Spirit and Family Atmosphere—A positive spirit is a valuable asset, and we aspire to use it every day. For Nerium, the cliché “the family who plays together, stays together” is a way of life. We take our work seriously, but we are also a fun-loving family.

Be Determined—In our business, it’s important to stay the course. Our outlook is such that obstacles are only opportunities in disguise.

Practice Servant Leadership—We believe that the best leaders are givers, not takers. We help each other and provide selfless service, because that’s what a family does.

Slow Down to Go Fast—Haste makes waste. Slow and steady wins the race. Get the job done right the first time. Quality over quantity. You get the idea.

Embrace and Drive Change—We know it’s important to stay one step ahead and continually evolve. Change is necessary for growth, as a business and as a person. So we will always seek new ways to grow and improve.

Dream Big and Act on It Daily—Dreams consist of many smaller goals that can be acted upon daily. That’s how Nerium International grows as a brand, and that’s how we want our people to grow, too.

Have Fun and Help Others to Have Fun—Nerium consists of real people with a can-do attitude who want to create real change. Having fun helps work not feel like work, which makes us more productive.
Road Map to LEXUS

Fast Start Qualify

- Must have:
  - Three active Brand Partners in three separate legs
  - Total 2000 QV for you and your personally sponsored Brand Partners
  - Personal minimum of 500 PQV/maximum 1000 PQV
  - Maximum 1000 PQV from any single leg.

Help your Personally Sponsored Brand Partners Fast Start Qualify in Their First 30 Days

- Generate 500 PQV in Your First 30 Days

Earning An iPad Bonus!

- (4,500 GQV)
- within one calendar month

- Must have:
  - Generated 500 PQV within your first 30 days.
  - Earn the rank of Director within your first 60 days.

Continuous Goal

3UR Free

As long as you maintain three Preferred Customers, you will receive your night cream for free.

- Start earning 10% Coaching Commission
- Become eligible for Builder Bonuses
- Promote to Senior Brand Partner

First 60 DAYS

- Receive iPad, $350 bonus, or seven bottles of NeriumAD night cream
- Promote to Director
Coach your team to follow your example so they can qualify to earn the iPad and LEXUS Bonuses as well!

Want to go faster? Achieve Senior Director in 60 days, 30 days, or even one week!

See Brand Partner Compensation Plan for complete qualification details.
The 8-Point System

As a new Brand Partner, you may wonder how you will build and sustain an ever-growing business. With decades of combined experience, the corporate leadership team has narrowed it down into simple action steps.

At Nerium International, there are only two things we want our Brand Partners to focus on: sharing the product and opportunity, and staying connected to corporate. With these purposes in mind, we have designed a daily action method that focuses on high-payoff activities (HPAs). We call it The 8-Point System: a set of 10 activities that earn HPA points. Use any combination of the activities listed below to earn yourself 8 points a day. Use your calendar on pages 24-29 or use the digital tracker available in your Online Business Center to track your 8 points daily. It’s that simple!

Within The 8-Point System, the activities that have the highest payoff are allocated the highest point value. However, all the activities within this system are important to your overall success and growth as a Brand Partner.

Here’s why you should focus on getting your 8 points a day:

**Gauge Your Activity.** You will see real results in your business with focused activity. Track your points daily and see where you are focusing your energy. Are you talking to enough people? Are you following up in a timely manner? Use the 8 points to keep yourself on track.

**Power of Part Time.** Earning 8 points a day is a system designed for part-time Brand Partners. Sharing a third-party tool, reading an email, and following up are activities that can be woven into a busy lifestyle. Teach and duplicate this system to your team and you’ll be able to create more free time.

**Duplication.** Relationship marketing is about creating leverage. Building a large organization by yourself might seem intimidating, but when you and your team adopt a simple activity system, it becomes a combined effort that can grow organically. Just earn 8 points a day, and teach your team to do the same!

**Find Your Key Players.** "Work with the willing" is a phrase you’ll hear often. In a volunteer business, Brand Partners who consistently earn their 8 points a day show that they are serious about success. Identify and help these people in your organization—they will eventually become your key players because they plugged into the system.

---

**Review your weekly activities with your Upline Leader.**

<table>
<thead>
<tr>
<th>Activity</th>
<th>Points</th>
</tr>
</thead>
<tbody>
<tr>
<td>Attend Nerium Conference Call</td>
<td>1 pt.</td>
</tr>
<tr>
<td>Read Corporate Email</td>
<td>1 pt.</td>
</tr>
<tr>
<td>Study Personal Development (at least 15 minutes)</td>
<td>1 pt.</td>
</tr>
<tr>
<td>Promote Opportunity to New Prospect</td>
<td>2 pts.</td>
</tr>
<tr>
<td>Promote Product to New Prospect</td>
<td>2 pts.</td>
</tr>
<tr>
<td>Follow Up With Prospect/3-Way Call</td>
<td>2 pts.</td>
</tr>
<tr>
<td>Attend Live Event</td>
<td>3 pts.</td>
</tr>
<tr>
<td>Train a New Brand Partner</td>
<td>3 pts.</td>
</tr>
<tr>
<td>Host Real Results Party or 3UR Free Party</td>
<td>4 pts.</td>
</tr>
<tr>
<td>Host/Attend Training Party</td>
<td>4 pts.</td>
</tr>
</tbody>
</table>

**Remember**

to log your high-payoff activity points in the HPA box of each calendar day or with the digital tracker in your Online Business Center.
ACTIVITY RHYTHM

Activities that you can schedule and control in your Nerium International business.

(2 Points) Promote Opportunity to New Prospect
Share Nerium with two people a day to continuously grow your business through new Preferred Customers and Brand Partners. Use your Nerium Communications Center (NCC), Success from Home magazine, Nerium DVDs, Wednesday recruiting calls, and even the NeriumAD product sample as third-party tools.

(2 Points) Promote Product to New Prospect
The best way to show Nerium’s Real Results is to have people use the product. Implement the Product Prospecting System for best results (see page 17). You can also promote the product with Beautiful You magazine and various product-focused marketing tools that Nerium provides.

(2 Points) Follow Up With Prospect/3-Way Call
Fortune is in the immediate follow-up! After using a third-party tool or the Product Prospecting System, have a three-way call. This simply means conferencing your upline leader in to your phone call if you need help getting your prospect to the next step.

(3 Points) Attend Live Event
Plugging into live events helps build your belief and knowledgebase in your business. Bring guests and team members to all Nerium events!

(3 Points) Train a New Brand Partner
Make sure that your new Brand Partners start their businesses properly. Send them to New Brand Partner Training in their Online Business Center. Then meet with them to review their Launch Worksheet and begin a Fast Start Gameplan.

(4 points) Host Real Results Party or 3UR Free Party
These parties maximize your time to share The Nerium Experience.

CONNECT RHYTHM

Corporate-related events and activities you and your team should plug-in to and leverage.

(1 point/each) Attend Nerium Conference Calls
Learn the skills you need to build your business from the comfort of your own home. Attend weekly training calls, including the Team Nerium call, Nerium University, and the Corporate Update call. Refer to the Connect Sheet on page 10 for details.

(1 point max) Read Corporate Email
Connect with corporate to hear the latest Nerium news. You never know when we will launch a new program or announce a special event that you can leverage to build your business!

(1 point) Study Personal Development
Spend at least 15 minutes improving yourself and your philosophies by getting a daily dose of personal development. Read 10 pages a day or watch a clip from the Real Life Library.

(4 points) Host/Attend Training Party
Get together with others in your local market to learn during Nerium University. Learning is more fun together!

---

8 Point DAY 
40 Point WEEK 
160 Point MONTH

Be here a year from now!
Launch Sheet

1) Determine My “Why”

What motivates the real you? What drives you to passionately pursue the best in life? What is worth it: extra time with family, extra income for bills, traveling, comfort, or the opportunity to grow as a leader? Whatever it is, write it down below. Be as specific as possible when describing your “why.”

2) Two Main Objectives

<table>
<thead>
<tr>
<th>Name</th>
<th>Cell #</th>
<th>Email</th>
<th>1st Contact/Tool</th>
<th>Follow up/Tool</th>
<th>PPS</th>
<th>Live Event</th>
<th>Pref Cust</th>
<th>Brand Partner</th>
</tr>
</thead>
<tbody>
<tr>
<td>Jane Doe</td>
<td>214-222-2222</td>
<td><a href="mailto:janedoe@gmail.com">janedoe@gmail.com</a></td>
<td>7/21/DVD</td>
<td>7/23/Call</td>
<td>X</td>
<td>X</td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

Enroll three new Brand Partners in 30 days with a total of 2000 QV, including 500 PQV, and be recognized as a Fast Start Qualifier.*

3) Make My List

Your biggest asset is the people you know with whom you can share the Nerium message. Don’t make assumptions... you never know who is going to be ready to get real with Nerium.

- **Step 1.** Make your list on page 13 using the Nerium memory jogger on page 12.
- **Step 2.** Enter all your contacts into the business email campaign in the Nerium Communications Center.
- **Step 3.** Follow-up with all your contacts.

*See Nerium Compensation Plan for full Fast Start Qualification information.
4) **Real Results Parties**

Schedule your initial Real Results Party right away. Make sure to review the Real Results Party Toolkit for tips on how to make your first party a success! Invite your Sponsor or Upline Leader to help you host your first party. See page 14 for more details.

**Real Results Party #1**

<table>
<thead>
<tr>
<th>Date</th>
<th>Time</th>
<th>Location</th>
<th>Support Leader</th>
</tr>
</thead>
</table>

**Real Results Party #2**

<table>
<thead>
<tr>
<th>Date</th>
<th>Time</th>
<th>Location</th>
<th>Support Leader</th>
</tr>
</thead>
</table>

5) **Product Prospecting System**

Use the Product Prospecting System to promote product to your prospects. Get your bottles of NeriumAD to your prospects as soon as possible. Make sure you complete all the steps of the Product Prospecting System to ensure greater success. See page 17 for more details.

Target date to get all Nerium bottles out: ____________

<table>
<thead>
<tr>
<th>Name</th>
<th>Cell #</th>
<th>Drop Off</th>
<th>Before Picture</th>
<th>Pick-Up/Tool</th>
<th>After Picture</th>
<th>PC</th>
<th>BP</th>
</tr>
</thead>
<tbody>
<tr>
<td>Jane Doe</td>
<td>214-222-2222</td>
<td>3/12</td>
<td>√</td>
<td>3/17/Mag</td>
<td>√</td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

6) **Set your target dates for earning your:** iPad _________    Lexus _______
The Real Results Rhythm is the pulse of the company. It is a system designed to facilitate the duplication of your Nerium International organization.

Supplement Real Results Parties with our Wednesday recruiting calls. Then, with your entire organization, join us during our live corporate update and training calls to learn from the top leadership in the company.

Plug-in to the rhythm!

**REAL RESULTS RHYTHM**

**MONDAY**  
**Nerium University**  
Available starting at 6 p.m. in your time zone.  
**Webinar:** Go to your Online Business Center, then “Training,” and "Nerium University.”

**TUESDAY**  
**Corporate Update Call**  
3 p.m. CT  
409-777-9200  
Passcode: 7325#

**WEDNESDAY**  
**Recruiting Calls**  
9 a.m.-9 p.m. CT  
(on the hour) 832-225-5230  
Passcode: 7325#

**SUNDAY**  
**Team Nerium Call**  
9 p.m. in your time zone.  
409-777-9200  
Passcode: 7325#

**GET SOCIAL**

- [Facebook](https://www.facebook.com/neriumintl)  
- [Twitter](https://twitter.com/neriumintl)  
- [YouTube](https://www.youtube.com/neriumintl)

- [Pinterest](https://www.pinterest.com/neriumintl)  
- [Instagram](https://www.instagram.com/neriumintl)  
- [LinkedIn](https://www.linkedin.com/company/nerium-international)

- [http://neriumblog.net](http://neriumblog.net)

**KNOW WHO TO CONTACT**

At Nerium International, we encourage our Brand Partners to leverage their upline leadership team and the corporate staff. Need help or have a specific question? Don’t know who to call? Use the tips below to point you in the right direction.

**CALL LEADERSHIP TEAM ON TOPICS LIKE:**  
- How the compensation plan works  
- What you need to do to advance to the next level  
- Where to find the next live event in your market  
- Clarifications on programs such as 3UR Free, Nerium Gives Back, Roadmap to Lexus, etc.

**CALL CUSTOMER SERVICE ON TOPICS LIKE:**  
- Issues with Auto-Delivery Orders  
- Website or other technical support questions  
- Problems signing up a new Preferred Customer or Brand Partner

Answers to questions regarding Nerium products can be found in the Product Guide, which is located in the “Document Library” section of your Online Business Center.

**LEADERSHIP TEAM**

**EXECUTIVE DIRECTOR:**
Name: ____________________________  
Phone: ____________________________

**REGIONAL MARKETING DIRECTOR:**
Name: ____________________________  
Phone: ____________________________

**CORPORATE**

**CUSTOMER SERVICE**
*Monday-Friday, 8 a.m.-6 p.m. CT*  
Phone (Continental U.S.): 855-463-7486  
Phone (U.S. Territories): 855-453-1020  
Fax: 214-390-9988  
Website & FAQ: neriumsupport.com

**DIRECT EMAILS**
- **Live Events:** events@nerium.com  
- **"Before" & "After" Photos:** realresults@nerium.com  
- **Field Pictures, including:** socialmedia@nerium.com  
- **iPad, Lexus, Party Pictures, Live Events, Nerium Gives Back**

**VENDOR SUPPORT**
Paylution (Direct Deposit): 877-546-8220

**Check for answers on the ONLINE NERIUM SUPPORT CENTER (neriumsupport.com) before calling.**
Brand Partner Checklist

My Information
Brand Partner ID: ________________________________

Opportunity Website: ___________ .nerium.com | Product Website: ___________ .neriumproducts.com

Phone Number: ____________________________ Email: ________________________________

My Support Team
- Sponsor: ________________________________
- Upline Leader: ________________________________
- Market Leader: ________________________________

3-6-9 Goals
Acquiring Nerium customers is the foundation of your business. Set goals for acquiring your first nine customers (to view rewards, see page 32).

<table>
<thead>
<tr>
<th>Goal</th>
<th>Date</th>
</tr>
</thead>
<tbody>
<tr>
<td>3 Customers</td>
<td></td>
</tr>
<tr>
<td>6 Customers</td>
<td></td>
</tr>
<tr>
<td>9 Customers</td>
<td></td>
</tr>
</tbody>
</table>

My To-Do List
- Schedule Fast Start Gameplan with my upline leader
- Complete New Brand Partner Training online
- Take my “Before” picture prior to using NeriumAD
- Register for the 90-Day Real Results Contest
- Set up Auto-Delivery Order (ADO) of Nerium product
- Opt-in to Nerium Gives Back program
- Tour Online Business Center: Review all that is available to me, including reports, marketing materials, training, and much more.
- Start my training: Listen to Nerium Success Training CDs by Jeff Olson included in my Brand Partner Launch Kit.
- Listen to personal achievement CDs from my Brand Partner Launch Kit.

My Action Plan
To achieve my goals, I need to:
- **Invest** hours a week in my business
  (Be realistic. The higher the income goal, the more hours that need to be invested.)
- **Achieve 8 points a day.**
Did you know that the average person knows approximately 1,000 people? Use the categories below to help you prepare a list of approximately 25 people who you currently know or have met in the past. Don’t try to gauge whether these people would be interested in Nerium’s products or the Brand Partner opportunity. Begin contacting your list today!

*Who do you know that is into health, improving their skin, or looking their best?*

*Who do you know that wants to earn extra income, develop personally and professionally as leaders, or join a thriving community of life-changers?*

<table>
<thead>
<tr>
<th><strong>Family and Friends</strong></th>
<th><strong>Career People</strong></th>
<th><strong>Others…</strong></th>
</tr>
</thead>
<tbody>
<tr>
<td>Aunt</td>
<td>Auctioneer</td>
<td>Stay-at-home Parents</td>
</tr>
<tr>
<td>Best Friend</td>
<td>Auto Mechanic</td>
<td>Surveyor</td>
</tr>
<tr>
<td>Best Man</td>
<td>Auto Supplier</td>
<td>Tanning Salon</td>
</tr>
<tr>
<td>Bridesmaids</td>
<td>Babysitter</td>
<td>Teacher</td>
</tr>
<tr>
<td>Brother</td>
<td>Baker</td>
<td>Teller</td>
</tr>
<tr>
<td>Brother-in-law</td>
<td>Banker</td>
<td>Therapist</td>
</tr>
<tr>
<td>Cousin</td>
<td>Barber</td>
<td>Pilot</td>
</tr>
<tr>
<td>Co-workers</td>
<td>Beautician</td>
<td>Plumber</td>
</tr>
<tr>
<td>Father</td>
<td>Body Repair</td>
<td>Police Officer</td>
</tr>
<tr>
<td>Father-in-law</td>
<td>Bookkeeper</td>
<td>Preacher</td>
</tr>
<tr>
<td>Grandfather</td>
<td>Boss</td>
<td>Principal</td>
</tr>
<tr>
<td>Groomsmen</td>
<td>Business Owner</td>
<td>Printer</td>
</tr>
<tr>
<td>Maid of Honor</td>
<td>Cab Driver</td>
<td>Professor</td>
</tr>
<tr>
<td>Mother</td>
<td>Cabinet Maker</td>
<td>Radio Announcer</td>
</tr>
<tr>
<td>Mother-in-law</td>
<td>Caddy</td>
<td>Realtor</td>
</tr>
<tr>
<td>Neighbor</td>
<td>Car Sales</td>
<td>Realtor</td>
</tr>
<tr>
<td>Nephew</td>
<td>Carpenter</td>
<td>Repairman</td>
</tr>
<tr>
<td>Niece</td>
<td>Cashier</td>
<td>Roofer</td>
</tr>
<tr>
<td>Sister</td>
<td>Caterer</td>
<td>Salespeople</td>
</tr>
<tr>
<td>Sister-in-law</td>
<td>Chef</td>
<td>Seamstress</td>
</tr>
<tr>
<td>Uncle</td>
<td>Chiropractor</td>
<td>Secretary</td>
</tr>
<tr>
<td>Others…</td>
<td>Coach</td>
<td>Security Guard</td>
</tr>
<tr>
<td></td>
<td>Computer Repairs</td>
<td>Service Station</td>
</tr>
<tr>
<td></td>
<td>Computer Sales</td>
<td>Shop</td>
</tr>
<tr>
<td></td>
<td>Contractor</td>
<td>Sign Painter</td>
</tr>
<tr>
<td></td>
<td>Copier Sales</td>
<td>Social Worker</td>
</tr>
<tr>
<td></td>
<td>Counselor</td>
<td>Sportscaster</td>
</tr>
<tr>
<td></td>
<td>Credit Union</td>
<td>Stay-at-home</td>
</tr>
<tr>
<td></td>
<td>Customer</td>
<td>Surveyor</td>
</tr>
<tr>
<td></td>
<td>Dancer</td>
<td>Tanning Salon</td>
</tr>
<tr>
<td></td>
<td>Dentist</td>
<td>Teacher</td>
</tr>
<tr>
<td></td>
<td>Department Store</td>
<td>Teller</td>
</tr>
<tr>
<td></td>
<td>Designer</td>
<td>Therapist</td>
</tr>
<tr>
<td></td>
<td>Doctor</td>
<td>Pilot</td>
</tr>
<tr>
<td></td>
<td>Dry Cleaner</td>
<td>Plumber</td>
</tr>
<tr>
<td></td>
<td>Editor</td>
<td>Police Officer</td>
</tr>
<tr>
<td></td>
<td>Electrician</td>
<td>Preacher</td>
</tr>
<tr>
<td></td>
<td>Engineer</td>
<td>Principal</td>
</tr>
<tr>
<td></td>
<td>Esthetician</td>
<td>Printer</td>
</tr>
<tr>
<td></td>
<td>Entrepreneur</td>
<td>Professor</td>
</tr>
<tr>
<td></td>
<td>Eye Center</td>
<td>Radio Announcer</td>
</tr>
<tr>
<td></td>
<td>Farmer</td>
<td>Realtor</td>
</tr>
<tr>
<td></td>
<td>Fireman</td>
<td>Repairman</td>
</tr>
<tr>
<td></td>
<td>Flight Attendant</td>
<td>Roofer</td>
</tr>
<tr>
<td></td>
<td>Flower Shop</td>
<td>Salespeople</td>
</tr>
<tr>
<td></td>
<td>Funeral Director</td>
<td>Seamstress</td>
</tr>
<tr>
<td></td>
<td>Game Warden</td>
<td>Secretary</td>
</tr>
<tr>
<td></td>
<td>Gas Station</td>
<td>Security Guard</td>
</tr>
<tr>
<td></td>
<td>Grocery Store</td>
<td>Service Station</td>
</tr>
<tr>
<td></td>
<td>Hair Dresser</td>
<td>Shop</td>
</tr>
<tr>
<td></td>
<td>Hardware Store</td>
<td>Sign Painter</td>
</tr>
<tr>
<td></td>
<td>Health Spa</td>
<td>Social Worker</td>
</tr>
<tr>
<td></td>
<td>Highway Patrol</td>
<td>Sportscaster</td>
</tr>
<tr>
<td></td>
<td>Home Builder</td>
<td></td>
</tr>
<tr>
<td></td>
<td>Hospital Worker</td>
<td></td>
</tr>
<tr>
<td></td>
<td>Hotel Business</td>
<td></td>
</tr>
<tr>
<td></td>
<td>Inspector</td>
<td></td>
</tr>
<tr>
<td></td>
<td>Insulator</td>
<td></td>
</tr>
<tr>
<td></td>
<td>Journalist</td>
<td></td>
</tr>
<tr>
<td></td>
<td>Landlord</td>
<td></td>
</tr>
<tr>
<td></td>
<td>Landscaper</td>
<td></td>
</tr>
<tr>
<td></td>
<td>Lawyer</td>
<td></td>
</tr>
<tr>
<td></td>
<td>Librarian</td>
<td></td>
</tr>
<tr>
<td></td>
<td>Locksmith</td>
<td></td>
</tr>
<tr>
<td></td>
<td>Mail Carrier</td>
<td></td>
</tr>
<tr>
<td></td>
<td>Movie Rental</td>
<td></td>
</tr>
<tr>
<td></td>
<td>Nail Technician</td>
<td></td>
</tr>
<tr>
<td></td>
<td>Navy</td>
<td></td>
</tr>
<tr>
<td></td>
<td>Notary</td>
<td></td>
</tr>
<tr>
<td></td>
<td>Nurse</td>
<td></td>
</tr>
<tr>
<td></td>
<td>Nutritionist</td>
<td></td>
</tr>
<tr>
<td></td>
<td>Office Supplier</td>
<td></td>
</tr>
<tr>
<td></td>
<td>Orthodontist</td>
<td></td>
</tr>
<tr>
<td></td>
<td>Painter</td>
<td></td>
</tr>
<tr>
<td></td>
<td>Partner</td>
<td></td>
</tr>
<tr>
<td></td>
<td>Payroll</td>
<td></td>
</tr>
<tr>
<td></td>
<td>Personnel Manager</td>
<td></td>
</tr>
<tr>
<td></td>
<td>Photographer</td>
<td></td>
</tr>
<tr>
<td></td>
<td>Piano Teacher</td>
<td></td>
</tr>
<tr>
<td></td>
<td>Pilot</td>
<td></td>
</tr>
<tr>
<td></td>
<td>Plumber</td>
<td></td>
</tr>
<tr>
<td></td>
<td>Police Officer</td>
<td></td>
</tr>
<tr>
<td></td>
<td>Preacher</td>
<td></td>
</tr>
<tr>
<td></td>
<td>Principal</td>
<td></td>
</tr>
<tr>
<td></td>
<td>Printer</td>
<td></td>
</tr>
<tr>
<td></td>
<td>Professor</td>
<td></td>
</tr>
<tr>
<td></td>
<td>Radio Announcer</td>
<td></td>
</tr>
<tr>
<td></td>
<td>Realtor</td>
<td></td>
</tr>
<tr>
<td></td>
<td>Repairman</td>
<td></td>
</tr>
<tr>
<td></td>
<td>Roofer</td>
<td></td>
</tr>
<tr>
<td></td>
<td>Salespeople</td>
<td></td>
</tr>
<tr>
<td></td>
<td>Seamstress</td>
<td></td>
</tr>
<tr>
<td></td>
<td>Secretary</td>
<td></td>
</tr>
<tr>
<td></td>
<td>Security Guard</td>
<td></td>
</tr>
<tr>
<td></td>
<td>Service Station</td>
<td></td>
</tr>
<tr>
<td></td>
<td>Shop</td>
<td></td>
</tr>
<tr>
<td></td>
<td>Sign Painter</td>
<td></td>
</tr>
<tr>
<td></td>
<td>Social Worker</td>
<td></td>
</tr>
<tr>
<td></td>
<td>Sportscaster</td>
<td></td>
</tr>
<tr>
<td></td>
<td>Stay-at-home</td>
<td></td>
</tr>
<tr>
<td></td>
<td>Surveyor</td>
<td></td>
</tr>
<tr>
<td></td>
<td>Tanning Salon</td>
<td></td>
</tr>
<tr>
<td></td>
<td>Teacher</td>
<td></td>
</tr>
<tr>
<td></td>
<td>Teller</td>
<td></td>
</tr>
<tr>
<td></td>
<td>Therapist</td>
<td></td>
</tr>
<tr>
<td></td>
<td>Tire Store</td>
<td></td>
</tr>
<tr>
<td></td>
<td>Travel Agent</td>
<td></td>
</tr>
<tr>
<td></td>
<td>Truck Driver</td>
<td></td>
</tr>
<tr>
<td></td>
<td>TV Repair</td>
<td></td>
</tr>
<tr>
<td></td>
<td>Union</td>
<td></td>
</tr>
<tr>
<td></td>
<td>Upholsterer</td>
<td></td>
</tr>
<tr>
<td></td>
<td>Veterinarian</td>
<td></td>
</tr>
<tr>
<td></td>
<td>Waiter/Waitress</td>
<td></td>
</tr>
<tr>
<td></td>
<td>Writer</td>
<td></td>
</tr>
<tr>
<td></td>
<td>Youth Director</td>
<td></td>
</tr>
<tr>
<td></td>
<td>Others…</td>
<td></td>
</tr>
</tbody>
</table>

**Names by Interest**

- Boating
- Book Clubs
- Bridge/Bunko
- Car Pooler
- Cat Lover
- Chamber of Commerce
- Church Friends
- Coffee Shop
- Den Leader
- Dog Lover
- Facebook
- Fund Raiser
- Internet
- Junior League
- LinkedIn
- Lions Club
- Lunch Crowd
- PTA Member
- Rotary Club
- Scoutmaster
- Twitter
- Toastmasters Club
- Trade Organizations
- Work
- Acquaintances
- Others…

**Sports**

- Baseball
- Basketball
- Bowling
- Fishing
- Football
- Golf
- Hunting
- Jogging
- Karate
- Skiing
- Soccer
- Softball
- Swimming
- Tennis
- Volleyball
- Weight Training
- Others…

*Please note:* The great thing about the people on this list is that they all have skin!
## My List

<table>
<thead>
<tr>
<th>Name</th>
<th>Cell Number</th>
<th>Email</th>
<th>1st Contact/Tool</th>
<th>Follow up/Tool</th>
<th>PPS*</th>
<th>Live Event</th>
<th>Pref Cust</th>
<th>Brand Partner</th>
</tr>
</thead>
<tbody>
<tr>
<td>Jane Doe</td>
<td>214-222-2222</td>
<td><a href="mailto:janedoe@gmail.com">janedoe@gmail.com</a></td>
<td>7/21/DVD</td>
<td>7/23/Call</td>
<td>✓</td>
<td>✓</td>
<td>✓</td>
<td></td>
</tr>
</tbody>
</table>

|          |             |             |                  |                |      |            |           |              |
| 1        |             |             |                  |                |      |            |           |              |
| 2        |             |             |                  |                |      |            |           |              |
| 3        |             |             |                  |                |      |            |           |              |
| 4        |             |             |                  |                |      |            |           |              |
| 5        |             |             |                  |                |      |            |           |              |
| 6        |             |             |                  |                |      |            |           |              |
| 7        |             |             |                  |                |      |            |           |              |
| 8        |             |             |                  |                |      |            |           |              |
| 9        |             |             |                  |                |      |            |           |              |
| 10       |             |             |                  |                |      |            |           |              |
| 11       |             |             |                  |                |      |            |           |              |
| 12       |             |             |                  |                |      |            |           |              |
| 13       |             |             |                  |                |      |            |           |              |
| 14       |             |             |                  |                |      |            |           |              |
| 15       |             |             |                  |                |      |            |           |              |
| 16       |             |             |                  |                |      |            |           |              |
| 17       |             |             |                  |                |      |            |           |              |
| 18       |             |             |                  |                |      |            |           |              |
| 19       |             |             |                  |                |      |            |           |              |
| 20       |             |             |                  |                |      |            |           |              |

* Completed Product Prospecting System Trial

Make sure you are putting the Nerium Communications Center to work for you. Enter all your contacts into the business or product email campaigns so they receive consistent and effective emails on your behalf. Then, follow-up with your contacts to find out what they liked best about Nerium.
Real
Results Parties

Your official business launch should be a Real Results Party (RRP). Don’t be nervous; hosting your first party is easy and, above all, it’s fun! This event is not meant to be a high-pressure sales environment. Remember: it’s a party, so relax, and let’s get this party started!

Follow these simple steps to have a great Real Results Party! Please see your Real Results Party Toolkit for full, detailed instructions.

Plan Ahead
1. **Book your party:** One of the most important steps is to just get your party scheduled. Don’t delay!
2. **Invite guests:** The general rule of thumb is to invite three to four times as many people as your target guest attendance number.
3. **Be excited:** Your enthusiasm will reflect your commitment to Nerium. Don’t be afraid to show your excitement!
4. **Send an invite:** We recommend you use the Real Results Party invitations located in the Nerium Communications Center so you can track who opens and accepts your party invitations.
5. **Follow up with a phone call:** Call all your guests to personally invite them, as well. Phone calls yield the best results when inviting.

1-2 Days Prior to the Party
1. **Watch the Real Results Party DVD:** Make sure you know the information that will be shared with your party guests.
2. **Shop for supplies:** Remember, keep it simple. For example, you could just serve coffee and dessert at your RRP, and your guests would be perfectly happy!
3. **Secure your “expert” for your party:** This is someone in your upline leadership that can help answer questions and provide third-party credibility for your party. They can attend in person, by phone, or by Skype! Write down three to five bullet points on your expert’s story or background so you can introduce them.
4. **Be prepared:** Ensure that all DVD components are working and you have all the supplies necessary for your party.
5. **Practice your hosting welcome:**
   This short introduction should include:
   - Why I got started with Nerium
   - My Nerium results
   - My Nerium goals
6. **Get your materials ready:**
   Don’t forget to have these materials set out and ready for use:
   - Real Results Party Sign-in Sheet
   - Pens with Preferred Customer and Brand Partner applications on table
   - Real Results Party Presentation DVD
   - A few Beautiful You and Success from Home magazines
Party Day
1. **Be ready:** As the host, you should be ready about 30-45 minutes prior to start time. That way, you can have time to relax, prepare to have fun, and enjoy the party.

2. **Get online:** We recommend having a way to access the Internet so you can electronically enroll new Brand Partners or Preferred Customers.

Party Time
1. **Put Real Results Party sign-in sheets out:** It is important that you have each person sign-in to the party.

2. **Put out a few marketing materials and paper applications with pens:** We recommend having a few Beautiful You and Success from Home magazines on hand as your marketing materials.

3. **Have the Real Results Party Presentation menu playing:** Simply put in your Real Results Party DVD. The menu will appear and will automatically start showing some of the best pictures that display how NeriumAD can help anyone look better and live better.

4. **Start on time:** It is important to respect your guest's time. Even if you are still waiting on a few guests, make sure to start your presentation within 10 minutes of your official start time.

5. **Share your hosting welcome:** The most important element of your hosting welcome is to be excited and keep it short. Don’t worry about making it perfect!

6. **Interact with guests:** After you have completed your welcome, ask your guests, starting on your right, to introduce themselves to the group, as well as share how they know you.

7. **Play the presentation on your RRP DVD:** Simply press “Play Full Presentation” on your DVD menu. Then, sit back, watch the video, and make sure you are engaged with the video so that your guests also pay attention.

8. **Introduce your expert:** At this point, introduce your expert following the points that you wrote down about their background/story. If your expert is not present, simply call or Skype them at this time and introduce them as if they were there in person!

9. **Ask for the sale:** Use your expert to help ask your party guests which way they would like to enjoy Nerium, either as a Preferred Customer or Brand Partner.

10. **Answer any questions and enroll guests:** Use your expert to help answer questions and enroll guests. If your expert called or skyped in to your party, hang up after they are done presenting, then call them back one-on-one with your guest if they have a question.

11. **Book more parties:** This is a really important step, so don’t miss it! If you have any Preferred Customers or Brand Partners enroll at your party, it is very important that you book their party. Ideally, you should have their first party in the next two to four days!

After the Party
1. **Follow-up:** The fortune is in the follow-up, so don’t skip this step! It is important to follow-up with every guest. Make sure you send targeted campaigns through Nerium Communications Center to the guests who did not sign-up based on what they checked off on their sign-in sheet.

2. **Contact those who did not attend:** Immediately after your party, provide them with a third-party tool.
Leveraging Real Results Parties

Prospect Path

You host a 3UR Free Real Results Party to help your Preferred Customer 3UR qualify.

When Three Preferred Customers Sign Up at the Party:
- Your Preferred Customer gets their NeriumAD night cream monthly order for free
- You earn a Customer Acquisition Bonus (CAB) of $48-$180
- You earn three free bottles of NeriumAD night cream from the Nerium Gives Back program

Then help these three Preferred Customers host their own 3UR Free Real Results Parties.

When These Preferred Customers Sign Up at the Party:
- You earn a total Customer Acquisition Bonus (CAB) of $144-$540
- You earn a total of 12 bottles of NeriumAD night cream from the Nerium Gives Back program
- Generate a total of 960 extra Group Qualifying Volume (GQV)

3UR Free Real Results Parties

A 3UR Free Party is a party held with the goal of helping your Preferred Customer qualify for the 3UR Free program. You, or another upline leader, should host the party for your Preferred Customer. The focus of this party is on the product and gathering new Preferred Customers. The more 3UR Free Parties you hold for your Preferred Customers, the more Preferred Customers you will have qualifying for 3UR Free and the higher your customer retention will be. See your Real Results Toolkit for full details on how to host a 3UR Free Party.
5-Step Process

1. **Contact Your List**
   Simply tell prospects, “I have something to show you. When can I come over?”

2. **Share Your Product**
   Give your prospect The Nerium Experience flyer (located in your Online Business Center) with a bottle of product. Let them try NeriumAD Age-Defying Treatment for five nights, using four pumps each night. Make sure you drop off a marketing tool with the product, such as a product brochure, *Success from Home* magazine, or *Beautiful You* magazine.

3. **Take a “Before” Photo**
   Prospects MUST agree to take a “before” and “after” photo. Better yet, take it for them!

4. **Follow-up/Schedule Pick-up**
   Call to schedule a pick-up. Confirm that they’ve been using the product each night and remind them to take an “after” photo.

5. **Retrieve Your Product**
   Pick up your NeriumAD night cream after the fifth evening. Sign them up as a new Preferred Customer or Brand Partner! Tell them about the 3UR Free program and the 30-Day Money-Back Guarantee for Nerium customers.

---

*Example:*

Your goal is to get as many bottles out as possible. The more bottles you have in rotation, the more Preferred Customers and Brand Partners you will have.

With this system, each bottle can help you prospect six people.

"This product works and networks!"

— Jeff Olson
Founder & CEO
3UR Free

Personally sponsor at least three Preferred Customers, whose Auto-Delivery Order of NeriumAD Age-Defying Treatment* totals the same amount or more than your Auto-Delivery Order, and receive your next month's NeriumAD Age-Defying Treatment FREE! The three Preferred Customer orders must process during the same calendar month to qualify you for your free ADO the following month.

Reasons to Promote 3UR Free

1) You can get your NeriumAD night cream for free!
2) You can help your Preferred Customers and Brand Partners get their NeriumAD night cream for free!
3) Earn Nerium Gives Back bottles for each new personally sponsored Preferred Customer.
4) Helps increase your retention rate. People don’t stop using free product!
5) Helps increase your commissions because of your high retention rate.
6) New Preferred Customers equal more Customer Acquisition Bonuses.

Make it a goal to help each one of your Preferred Customers and Brand Partners qualify for 3UR Free. You can do this by hosting 3UR Free Real Results Parties for them and making sure they know how to refer friends to their website.

Get your next month’s NeriumAD night cream FREE!

In a calendar month

Preferred Customer
Preferred Customer
Preferred Customer

*NeriumAD Age-Defying Day Cream does not apply to the 3UR Free program.
**Brand Partner A**

(NOT LEVERAGING 3UR FREE)

- YOU = $120 ADO
- Brand Partner = $120 ADO
- Brand Partner = $120 ADO
- Brand Partner = $120 ADO
- Brand Partner = $120 ADO

**Total GQV:** 600 GQV

**Brand Partner B**

(LEVERAGING 3UR FREE)

- YOU = $360 ADO
- Brand Partner = $360 ADO
- Brand Partner = $360 ADO
- Brand Partner = $360 ADO
- Brand Partner = $360 ADO

**Total GQV:** 1800 GQV

*If you duplicated this with six customers = 3600 GQV*

*If you duplicated this with nine customers = 5400 GQV*
Master the “2-a-Day” Promotion System

Use the “Sort vs. Sell” strategy with Nerium’s “2-a-Day” Promotion System. Simply share Nerium’s products or Brand Partner opportunity with at least two people each day, every day.

**Pique Interest.** Start the conversation. Simply share a few of the most exciting things about Nerium. “You have to see this amazing product! I love what it has done for my skin.”

**Use Third-Party Tools.** Nerium’s Third-Party Tools are meant to be the message. You are simply the messenger. Say less to your prospect, and hand out two Third-Party Tools a day (see sample list above). Ramp up your tools with Nerium’s Magazine Auto-Delivery Program (see flyer in welcome envelope for full details).

**Set Follow Up.** Make a specific time to follow up on the information you have just provided.

**Follow Up.** Ask your prospects what they like most about NeriumAD.
- **3-Way Call:** Call them with the help of an upline leader. This is a great way to get all their questions answered at once. Plus, you will get the added bonus of the credibility of your upline leader.
- **Live Event:** The live events are where all the magic happens. Get your prospects to commit to attend the next live event in their area.
- **One-on-One:** You can meet with them at a local coffee shop or even by phone to follow up on the information you provided.

**Sponsor.** Sponsor them as a Brand Partner or Preferred Customer. Make sure they immediately register for the 90-Day Real Results Contest and are also aware of the 3UR Free program. Once your prospecting cycle is complete, get your new Brand Partner to a live event as soon as possible.
Nerium Success Planner

On the Launch Worksheet, you defined your “why” and identified your immediate goals. If you skipped that step, go back and take some time to complete it. Now, it’s time to take action!

Here’s how you can use this planner to help you plan ahead, stay focused, and achieve the success you deserve:

1) **Plan Your Real Results Parties**
Hosting Real Results Parties is a great focus because they lead to everything you want for your business. Use the planner to set the dates for your parties and start inviting people to attend. Reference the Real Results Party Toolkit to help you prioritize what you should be doing in the days leading up to your parties.

2) **Schedule Product Prospect Deliveries and Follow-Ups**
When using the Product Prospecting System, remember to efficiently schedule your NeriumAD bottles. When dropping off a bottle to your prospects, schedule a time for pick-up when their 5-day trial will be finished.

3) **Attend All Local Events and Conference Calls**
Attending events is critical to building your Nerium business. Get them on your calendar ahead of time and plan to attend. Be sure to invite guests to join you!

4) **Track Your Fast Start Qualifying Period**
Make sure you mark your start date on your calendar, as well as your last day to Fast Start Qualify, which is your first goal as a Brand Partner. Keep track of all your personally sponsored Brand Partners’ Fast Start Qualifying dates as well. Then help each of them Fast Start Qualify in their first 30 days.

5) **Log Your Activity**
Focus each day on completing high-payoff activities. By consistently focusing on these key activities, you will work toward the outcome you desire on a daily basis.

- Attend Nerium Conference Call—1 pt./ea.
- Read Corporate Email—1 pt. (1 pt/day max)
- Study Personal Development (15 minutes)—1 pt.
- Promote Opportunity to New Prospect—2 pt./ea.
- Promote Product to New Prospect—2 pt./ea.
- Follow Up With Prospect/3-Way Call—2 pts./ea.
- Attend Live Event—3 pts./ea.
- Train a New Brand Partner—3 pts./ea.
- Host Real Results Party or 3UR Free Party—4 pts./ea.
- Host/Attend Training Party—4 pts./ea.

6) **Build Toward Weekly and Monthly Closing Periods**
Leverage Nerium International’s weekly and monthly closing periods. You and your team can rank advance every week, which allows you to earn more money through the Nerium International compensation plan.
<table>
<thead>
<tr>
<th>MONDAY</th>
<th>TUESDAY</th>
<th>WEDNESDAY</th>
<th>THURSDAY</th>
<th>FRIDAY</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

**HPA**

<table>
<thead>
<tr>
<th>3</th>
<th>4</th>
<th>5</th>
<th>6</th>
<th>7</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Drop off NeriumAD to prospect</strong></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td><strong>8pts</strong></td>
<td><strong>7pts</strong></td>
<td><strong>3pts</strong></td>
<td><strong>4pts</strong></td>
</tr>
</tbody>
</table>

**Weekly period close 11:59 p.m. CT**

Commission paid for week ending **9/28**.

### My 1st Real Results Party

<table>
<thead>
<tr>
<th>10</th>
<th>11</th>
<th>12</th>
<th>13</th>
<th>14</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td><strong>6pts</strong></td>
<td><strong>5pts</strong></td>
<td><strong>3pts</strong></td>
<td><strong>8pts</strong></td>
</tr>
</tbody>
</table>

**Weekly period close 11:59 p.m. CT**

Commission paid for week ending **10/5**.

<table>
<thead>
<tr>
<th>17</th>
<th>18</th>
<th>19</th>
<th>20</th>
<th>21</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td><strong>4pts</strong></td>
<td><strong>8pts</strong></td>
<td><strong>7pts</strong></td>
<td><strong>5pts</strong></td>
</tr>
</tbody>
</table>

**Weekly period close 11:59 p.m. CT**

Commission paid for week ending **10/12**.

### My 2nd Real Results Party

<table>
<thead>
<tr>
<th>24</th>
<th>25</th>
<th>26</th>
<th>27</th>
<th>28</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td><strong>10pts</strong></td>
<td><strong>5pts</strong></td>
<td><strong>9pts</strong></td>
<td><strong>6pts</strong></td>
</tr>
</tbody>
</table>

**Weekly period close 11:59 p.m. CT**

Commission paid for week ending **10/19**.
**Remember** to log your high-payoff activity points in the HPA box of each calendar day.

**Review your weekly activities with your Upline Leader.**

- Attend Nerium Conference Call: 1 pt.
- Read Corporate Email: 1 pt.
- Study Personal Development (at least 15 minutes): 1 pt.
- Promote Opportunity to New Prospect: 2 pts.
- Promote Product to New Prospect: 2 pts.
- Follow Up With Prospect/3-Way: 2 pts.
- Attend Live Event: 3 pts.
- Train New Brand Partner: 3 pts.
- Host Real Results or 3UR Free Party: 4 pts.
- Host/Attend Training Party: 4 pts.

### Commission Schedule

**Weekly Payouts**

- Success Pack Bonus
- Personal Customer Commissions (10%)
- Success Pack Differentials
- Customer Acquisition Bonuses
- Builder Bonus

Weekly payouts are paid the next Wednesday after the period closes.

**Monthly Payouts**

- Personal Customer Commissions (remaining volume not paid weekly)
- Team Commissions
- Coaching Commissions
- Leadership Development Bonus
- LEXUS Car Bonus
- Live Better Bonuses

Monthly payouts are paid 15 days after the end of the month.

### Notes:

- Pick-up NeriumAD from prospect
- Upload my "before" picture to 90-Day Contest site

---

**Weekly Close** = Every Wednesday night at 11:59 p.m. CT

**Monthly Close** = Last calendar day of the month at 11:59 p.m. CT

<table>
<thead>
<tr>
<th>SATURDAY</th>
<th>SUNDAY</th>
</tr>
</thead>
<tbody>
<tr>
<td>1</td>
<td>2</td>
</tr>
<tr>
<td><strong>My start date</strong></td>
<td></td>
</tr>
<tr>
<td>7pts</td>
<td>4pts</td>
</tr>
<tr>
<td>8</td>
<td>9</td>
</tr>
<tr>
<td><strong>Upload my &quot;before&quot; picture to 90-Day Contest site</strong></td>
<td><strong>Pick-up NeriumAD from prospect</strong></td>
</tr>
<tr>
<td>6pts</td>
<td>10pts</td>
</tr>
<tr>
<td>15</td>
<td>16</td>
</tr>
<tr>
<td><strong>Previous month’s commission paid</strong></td>
<td></td>
</tr>
<tr>
<td>7pts</td>
<td>10pts</td>
</tr>
<tr>
<td>22</td>
<td>23</td>
</tr>
<tr>
<td><strong>My Preferred Customer’s 3UR Free Party</strong></td>
<td></td>
</tr>
<tr>
<td>6pts</td>
<td>8pts</td>
</tr>
<tr>
<td>29</td>
<td>30</td>
</tr>
<tr>
<td><strong>Last day to Fast Start Qualify</strong></td>
<td></td>
</tr>
<tr>
<td>7pts</td>
<td>8pts</td>
</tr>
</tbody>
</table>
### Monthly Planner

#### Monthly Overview

**Month:** _______________

<table>
<thead>
<tr>
<th>MONDAY</th>
<th>TUESDAY</th>
<th>WEDNESDAY</th>
<th>THURSDAY</th>
<th>FRIDAY</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td></td>
<td><strong>Weekly Close</strong> 11:59 p.m. CT</td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td></td>
<td><strong>Commission paid for week ending _____</strong></td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td>HPA</td>
<td><strong>Weekly Close</strong> 11:59 p.m. CT</td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td></td>
<td><strong>Commission paid for week ending _____</strong></td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td></td>
<td><strong>Weekly Close</strong> 11:59 p.m. CT</td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td></td>
<td><strong>Commission paid for week ending _____</strong></td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td></td>
<td><strong>Weekly Close</strong> 11:59 p.m. CT</td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td></td>
<td><strong>Commission paid for week ending _____</strong></td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td></td>
<td><strong>Weekly Close</strong> 11:59 p.m. CT</td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td></td>
<td><strong>Commission paid for week ending _____</strong></td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

---
**Weekly Close** = Every Wednesday night at 11:59 p.m. CT

**Monthly Close** = Last calendar day of the month at 11:59 p.m. CT

---

**Remember** to log your high-payoff activity points in the HPA box of each calendar day.

Review your weekly activities with your **Upline Leader**.

- Attend Nerium Conference Call: 1 pt.
- Read Corporate Email: 1 pt.
- Study Personal Development (at least 15 minutes): 1 pt.
- Promote Opportunity to New Prospect: 2 pts.
- Promote Product to New Prospect: 2 pts.
- Follow Up With Prospect/3-Way: 2 pts.
- Attend Live Event: 3 pts.
- Train New Brand Partner: 3 pts.
- Host Real Results or 3UR Free Party: 4 pts.
- Host/Attend Training Party: 4 pts.

---

**Commission Schedule**

**Weekly Payouts**

- Success Pack Bonus
- Personal Customer Commissions (10%)
- Success Pack Differentials
- Customer Acquisition Bonuses
- Builder Bonus

Weekly payouts are paid the next Wednesday after the period closes.

**Monthly Payouts**

- Personal Customer Commissions (remaining volume not paid weekly)
- Team Commissions
- Coaching Commissions
- Leadership Development Bonus
- LEXUS Car Bonus
- Live Better Bonuses

Monthly payouts are paid 15 days after the end of the month.

---

**Notes:**

---
<table>
<thead>
<tr>
<th>MONDAY</th>
<th>TUESDAY</th>
<th>WEDNESDAY</th>
<th>THURSDAY</th>
<th>FRIDAY</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td></td>
<td><strong>Weekly period close</strong> 11:59 p.m. CT</td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td></td>
<td><strong>Commission paid for week ending _____</strong></td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

**HPA**

Month: __________

**Weekly Close**

<table>
<thead>
<tr>
<th>MONDAY</th>
<th>TUESDAY</th>
<th>WEDNESDAY</th>
<th>THURSDAY</th>
<th>FRIDAY</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td></td>
<td><strong>Weekly period close</strong> 11:59 p.m. CT</td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td></td>
<td><strong>Commission paid for week ending _____</strong></td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>MONDAY</th>
<th>TUESDAY</th>
<th>WEDNESDAY</th>
<th>THURSDAY</th>
<th>FRIDAY</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td></td>
<td><strong>Weekly period close</strong> 11:59 p.m. CT</td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td></td>
<td><strong>Commission paid for week ending _____</strong></td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>MONDAY</th>
<th>TUESDAY</th>
<th>WEDNESDAY</th>
<th>THURSDAY</th>
<th>FRIDAY</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td></td>
<td><strong>Weekly period close</strong> 11:59 p.m. CT</td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td></td>
<td><strong>Commission paid for week ending _____</strong></td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>MONDAY</th>
<th>TUESDAY</th>
<th>WEDNESDAY</th>
<th>THURSDAY</th>
<th>FRIDAY</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td></td>
<td><strong>Weekly period close</strong> 11:59 p.m. CT</td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td></td>
<td><strong>Commission paid for week ending _____</strong></td>
<td></td>
<td></td>
</tr>
</tbody>
</table>
**Weekly Close** = Every Wednesday night at 11:59 p.m. CT

**Monthly Close** = Last calendar day of the month at 11:59 p.m. CT

---

**Remember** to log your high-payoff activity points in the HPA box of each calendar day.

**Review your weekly activities with your Upline Leader.**

- Attend Nerium Conference Call 1 pt.
- Read Corporate Email 1 pt.
- Study Personal Development (at least 15 minutes) 1 pt.
- Promote Opportunity to New Prospect 2 pts.
- Promote Product to New Prospect 2 pts.
- Follow Up With Prospect/3-Way 2 pts.
- Attend Live Event 3 pts.
- Train New Brand Partner 3 pts.
- Host Real Results or 3UR Free Party 4 pts.
- Host/Attend Training Party 4 pts.

---

**Commission Schedule**

**Weekly Payouts**

- Success Pack Bonus
- Personal Customer Commissions (10%)
- Success Pack Differentials
- Customer Acquisition Bonuses
- Builder Bonus

Weekly payouts are paid the next Wednesday after the period closes.

**Monthly Payouts**

- Personal Customer Commissions (remaining volume not paid weekly)
- Team Commissions
- Coaching Commissions
- Leadership Development Bonus
- LEXUS Car Bonus
- Live Better Bonuses

Monthly payouts are paid 15 days after the end of the month.

**Notes:**

---
### Plan Your Week

**Month: ____________**

<table>
<thead>
<tr>
<th>MONDAY</th>
<th>TUESDAY</th>
<th>WEDNESDAY</th>
<th>THURSDAY</th>
<th>FRIDAY</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td></td>
<td><strong>Week of Close</strong></td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td></td>
<td>Weekly period close 11:59 p.m. CT</td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td></td>
<td>Commission paid for week ending _____</td>
<td></td>
<td></td>
</tr>
<tr>
<td>HPA</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

**Weekly Close**

- Weekly period close 11:59 p.m. CT
- Commission paid for week ending _____
**Weekly Close** = Every Wednesday night at 11:59 p.m. CT

**Monthly Close** = Last calendar day of the month at 11:59 p.m. CT

---

**Remember** to log your high-payoff activity points in the HPA box of each calendar day.

**Review your weekly activities with your Upline Leader.**

- Attend Nerium Conference Call 1 pt.
- Read Corporate Email 1 pt.
- Study Personal Development (at least 15 minutes) 1 pt.
- Promote Opportunity to New Prospect 2 pts.
- Promote Product to New Prospect 2 pts.
- Follow Up With Prospect/3-Way 2 pts.
- Attend Live Event 3 pts.
- Train New Brand Partner 3 pts.
- Host Real Results or 3UR Free Party 4 pts.
- Host/Attend Training Party 4 pts.

**Commission Schedule**

**Weekly Payouts**

- Success Pack Bonus
- Personal Customer Commissions (10%)
- Success Pack Differentials
- Customer Acquisition Bonuses
- Builder Bonus

Weekly payouts are paid the next Wednesday after the period closes.

**Monthly Payouts**

- Personal Customer Commissions (remaining volume not paid weekly)
- Team Commissions
- Coaching Commissions
- Leadership Development Bonus
- LEXUS Car Bonus
- Live Better Bonuses

Monthly payouts are paid 15 days after the end of the month.

---

**Notes:**

---

---

---
Nerium Mobile Application
Literally take your business anywhere!
- Conveniently check your business reports
- Enroll new Customers and Brand Partners
- Get instant access to Nerium’s conference calls, events, and social media feeds
- Contact your team at a moment’s notice
- Easy access to all of Nerium’s Real Results pictures and Media Gallery

Simply search “Nerium” on your App Store to download this powerful tool to your phone!

Nerium Cloud
With the help of SlideShark™, Nerium equips you to make a perfect presentation every time on your iPad! The latest corporate-approved PowerPoints are automatically loaded into your account, which empowers you to simply “point and swipe” while telling the Nerium story to others. This is a very powerful application that helps you and your team make powerful presentations to every prospect, anytime, and anywhere—even offline!

Nerium Communications Center
Our state-of-the-art communications center helps you build and manage every aspect of your business. This powerful Contact Management System will track all contact with your prospects and give you access to high-quality email campaigns, videos, and flyers that you can send with a push of a button. You can also send physical cards and invitations to your prospects and team members with this powerful system.

Capture Pages
The perfect prospecting tool! Simply send your prospect to these capture pages to spark their interest and collect their contact information. Their information will automatically be added to the Nerium Communications Center and the optimal auto-responder campaign will be started for them.

Deductr™
As an Independent Brand Partner, you are now CEO of your own business! There are many tax advantages to being self-employed. For example, you can write-off various business expenses, including travel, meals, sales tools, and product samples. It’s not always easy to track your business-related expenses, but Deductr makes it simple! Log-in online to set up your personal profile and begin taking advantage of this amazing software.

Real Life Library
This digital resource is packed with leadership training and assets from the greatest authors and teachers. These resources will help you excel in areas such as leadership, goal setting, finances, communication, and more. Access a vast library of personal development videos, audios, and articles from leading experts.

SUCCESS Magazine
With the Nerium Edge, one of the most acclaimed personal achievement and entrepreneurial magazines will be coming to your doorstep every month! You won’t want to miss the knowledge packed in every issue of this magazine. Plus, Nerium has a special eight-page insert in SUCCESS magazine with the latest training, announcements, and information. Delivery will start approximately six to eight weeks after your Nerium Edge subscription begins.

Nerium Edge: Message of the Month
The executive team has a special message each month with timely information on how you can grow your business NOW! This information-packed CD will be mailed to you every month inside your SUCCESS magazine.

These features only scratch the surface of the Nerium Edge, as we will continue to release new items to help you further yourself and your business, so don’t wait! Get your Edge now!
90-DAY Real Results Contest

What can really happen in 90 days? With Nerium, the answer is: a lot! For starters, you could improve your skin and win a luxurious spa vacation.

Register at 90dayrealresultscontest.com

Why is it important to promote the 90-Day Real Results Contest?

• Provides an opportunity for you or your customers (or both!) to win a luxury vacation!
• Promotes the proper product usage behavior. The goal is to get NeriumAD users to apply it every night. If they are active in the contest, they are more likely to consistently use the product.
• Provides an incentive for committing to use the product for at least 90 days.
• Helps users visually track their Real Results, which helps drive their belief in NeriumAD.
• Adds to the overall Real Results Gallery, which further promotes the power of NeriumAD.

How?

- Go online and register yourself for the 90-Day Real Results Contest.
- Take a “before” photo to document the state of your skin prior to using NeriumAD Age-Defying Treatment.
- For best results, use NeriumAD every day.
- At the first sign of results, submit a “progress” photo.
- After using NeriumAD for 90 days, submit an “after” photo, along with a story about the real results you experienced!
- Help your personally sponsored Brand Partners and Preferred Customers register for the 90-Day Real Results Contest.
- The more Brand Partners or Preferred Customers you have registered for the contest, the more likely you are to win. Because if they win, guess what? You win a free vacation, too!

View contestant gallery at 90daygallery.com

Resources
Nerium Compensation

### Weekly Money

<table>
<thead>
<tr>
<th>Success Pack Bonus</th>
<th>Success Pack Differential Bonus</th>
<th>Customer Acquisition Bonus</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>$50-$325</strong>&lt;br&gt;Sell a Success Pack to a new Brand Partner and earn a bonus</td>
<td><strong>$25-$225</strong>&lt;br&gt;Earn a Differential Bonus for each Success Pack sold by your team</td>
<td><strong>$16-$48</strong>&lt;br&gt;Get paid for new Preferred Customers’ orders</td>
</tr>
<tr>
<td><strong>$50-$325</strong>&lt;br&gt;Earn overrides on new Preferred Customer sales made by your team</td>
<td><strong>$6-$24</strong>&lt;br&gt;Earn overrides on new Preferred Customer sales made by your team</td>
<td></td>
</tr>
</tbody>
</table>

### 369 PROGRAM

<table>
<thead>
<tr>
<th>PREFERRED CUSTOMERS</th>
<th>1 BOTTLE: NERIUMAD NIGHT CREAM</th>
<th>2 BOTTLES: DAY &amp; NIGHT CREAM</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td><strong>CAB</strong></td>
<td><strong>CAB</strong></td>
</tr>
<tr>
<td><strong>3</strong></td>
<td><strong>$24</strong></td>
<td><strong>$36</strong></td>
</tr>
<tr>
<td></td>
<td><strong>1 FREE BOTTLE</strong></td>
<td><strong>3 FREE BOTTLES</strong></td>
</tr>
<tr>
<td><strong>6</strong></td>
<td><strong>$28</strong></td>
<td><strong>$42</strong></td>
</tr>
<tr>
<td></td>
<td><strong>2 FREE BOTTLES</strong></td>
<td><strong>6 FREE BOTTLES</strong></td>
</tr>
<tr>
<td><strong>9</strong></td>
<td><strong>$32</strong></td>
<td><strong>$48</strong></td>
</tr>
<tr>
<td></td>
<td><strong>3 FREE BOTTLES</strong></td>
<td><strong>9 FREE BOTTLES</strong></td>
</tr>
</tbody>
</table>
Build Fast. Earn More!

Now you will be rewarded with an additional $250 Builder Bonus when an eligible Brand Partner Fast Start Qualifies on your team. Help your team get off to a fast start, and you’ll be rewarded greatly.

The addition of this new bonus only enhances the already lucrative Nerium compensation plan!

**Builder Bonus Qualifications:**
To be eligible to receive this bonus, you have to:
- Fast Start Qualify* OR
- Achieve the rank of Director*

**How Does it Work?**
Once you become Builder Bonus Qualified, you are eligible to receive a $250 bonus for everyone in your Bonus Leg that Fast Start Qualifies!

**How are You Paid?**
- The Builder Bonus follows the enrollment tree.
- Builder Bonuses are paid out in your weekly check.
- You must be a qualified Senior Brand Partner or above to earn your weekly Builder Bonus.

For a video explanation, visit: nerium.com/builderbonus.

* See Compensation Plan for complete details

Who is in Your Bonus Leg?

- Once you are Builder Bonus Qualified, all of your new, personally sponsored Brand Partners after that point will become a Bonus Leg and will be permanently coded to you for the Builder Bonus.

- In addition, all of their new personally sponsored Brand Partners will be permanently coded to you in your Bonus Leg. Once Builder Bonus Qualified, Brand Partners start their own Bonus Legs with any of their newly sponsored Brand Partners.

- You can have infinite levels of Brand Partners coded to you in your Bonus Leg.
Bonus Leg Example

Builder Bonus Qualified Brand Partners earn $250 on new Fast Start Qualifiers in their Bonus Legs.

This example is based on this Builder Bonus Qualified Brand Partner. Bonuses reflected are the bonuses they would earn.

* See Compensation Plan for Fast Start Qualification details.
35

Monthly Money

5%-8% Commissions
Earn lifetime residual income based on your team’s volume.

LEADERSHIP BONUS

10% Check Match
Earn up to a 10% commission on your personally sponsored Brand Partners’ earnings.

TEAM COMMISSIONS

Please see Compensation Plan for complete details.

COACHING COMMISSIONS

Live Better

BONUS

National Marketing Director $25K

3-Star National Marketing Director $100K

5-Star National Marketing Director $250K

International Marketing Director $500K

Gold International Marketing Director $1 Million
Earn free bottles of NeriumAD night cream by acquiring loyal Preferred Customers and Brand Partners.

How Nerium Gives Back (NGB) works:

**Preferred Customer example:**

- You sell a NeriumAD night cream Auto-Delivery Order to a Preferred Customer.

  - **Month 1:** Preferred Customer gets initial Auto-Delivery Order.
  - **Month 2:** Preferred Customer gets second Auto-Delivery Order.

- You get a FREE bottle of NeriumAD night cream.

**Brand Partner example:**

- You sell a Success Pack or Premier Pack to a newly sponsored Brand Partner.

  - **Month 1:** Brand Partner gets their initial kit order.
  - **Month 2:** Brand Partner gets their Auto-Delivery Order.

- You get a FREE bottle of NeriumAD night cream.

How Nerium Gives Back works within your team:

- Your team sells ten orders that qualify for the NGB program.

  - Ten bottles are shipped to your team members to continue growing their business.

**The Possibilities are Endless**

- Sell 5, 10, 50... orders that qualify for the NGB program, and get 5, 10, 50... bottles of free product.
- If your team sells 20, 40, 100... orders that qualify for the NGB program, then 20, 40, 100... bottles will be sent to your team members.

Please see the Brand Partner Compensation Plan for details on eligibility to participate in the Nerium Gives Back program.
You enroll three Preferred Customers. Your Preferred Customers enroll other Preferred Customers. You, as the Brand Partner, earn all the CAB and Nerium Gives Back bottles that you can then sell or use as samples.

$528 CAB
11 NGB Bottles
Retail Value: $1,210
Wouldn’t it be nice to be recognized for a job well done? Unfortunately, it doesn’t happen nearly often enough in today’s world. At Nerium, positive recognition is a way of life. Your level of success, recognition, and rewards is entirely up to one person: you.

Here’s to living the Nerium lifestyle! IT FITS YOU NICELY.

- Promotion Certificates
- Recognition Profiles
- Leadership Rings
- Dream Vacations
- Rank Achievement Pins
- LEXUS Car Bonus
- iPad Bonus
- Live Better BONUS

Congratulations on your promotion to Certificate of Achievement awarded to John Anderson.

Real Science.

Real Results.

Jeff Olson
Founder & CEO
Senior Brand Partner
A Brand Partner’s “why” is their biggest reason or motivation for building their Nerium business. To determine your “why,” think of what you are passionate about. What motivates you every day? It could be anything, from getting out of debt, to traveling the world, to sending your children to college, to buying your dream house! On the board below, create a collage of your “why” to help you visualize your goals. Feel free to paste images from magazines or the Internet, sketch your ideas, or simply write them out—whatever inspires you!
Remember that with Nerium, you are simply sharing something with others—not selling to them. You are the “messenger,” not the “message.” So relax. Be yourself. Have fun.

Below are simple phrases you can use when you are sharing Nerium with others:

**Real Science**

Nerium International partnered with Nerium SkinCare, a division of Nerium Biotechnology, to bring to market exclusive, first-of-their-kind products that are backed by real science and documented results.

Many great discoveries have been made by accident, such as plastic and Post-It notes. The same is true with Nerium: it was an accidental discovery out of Nerium Biotechnology’s research.

The science that goes into the farming of *Nerium oleander* is just as sophisticated as the science behind the product formulation. From the seed to the product, there are advanced technologies at every turn.

Our partnership utilizing the core science of a renowned biotechnology company enables us to have one of the best research and development arms in this industry.

One of the main reasons our biotechnology partners created a relationship with Nerium International was to be able to work together in funding further research and development for all the remarkable breakthroughs they are discovering.

Nerium International has the exclusive global rights to market all Nerium dermal applications.

One of the main active ingredients in NeriumAD is NAE-8®, a patented extract from the *Nerium oleander* plant, which contains antioxidant properties. Through an accidental discovery in biotechnology research, long-term testing, and subsequent clinical trials, this proprietary extract is now available to you in the form of high-performance skincare.

NeriumAD products are nature-based, with no harsh ingredients. They are also noncomedogenic and safe for all skin types.

**Real Results**

Since they are so confident about the real results you’ll experience with NeriumAD, Nerium International offers a 30-Day Money-Back Guarantee on any product purchase.

A prestigious third-party firm, ST&T Research, conducted 30-day clinical trials on NeriumAD Age-Defying Treatment. The results were phenomenal.

Verifiable third-party clinical results are from the most advanced facial scanning equipment that uses artificial intelligence to measure actual change in wrinkles and discoloration. Most skincare companies use visual grading of a dermatologist or participant feedback as their “clinical trial” results.

NeriumAD Age-Defying Treatment is a night cream that addresses the appearance of multiple concerns at once: fine lines, wrinkles, discoloration, uneven skin texture, and aging or loose skin.

NeriumAD Age-Defying Treatment is an easy product to use: once a day, right before bedtime, with no systems and no hassle. Just results.

NeriumAD Age-Defying Treatment can address multiple concerns with one product.

Nerium International has many more exciting products in the pipeline.

Try the product for 90 days and enter the 90-Day Real Results Contest to win a luxury spa vacation.

My personal experience with the product is:

I have noticed:
Real Opportunity

Continuous research and development is performed by Nerium SkinCare on behalf of our Brand Partners to ensure we are always on the cutting edge of science.

Nerium is real science combined with products that deliver real results. This strong foundation allows Brand Partners to capitalize on a real opportunity.

There is a huge barrier of entry to market Nerium oleander in terms of cost and science, which means we have no competition.

Nerium International will become a global company... quickly. Our international expansion team has vast experience in opening countries worldwide. This will allow our Brand Partners to build a sustainable business while traveling the world with friends.

The direct sales industry is a $125 billion-dollar industry worldwide, with nine out of the top ten companies in the skincare or beauty category.

The anti-aging market is an $80 billion-dollar industry in the US alone, and is expected to grow to $114 billion within the next three years.

Skincare is the largest and most stable category in the direct sales industry.

Over 50% of the wealth generated in the direct sales industry comes from the beauty category, which is larger than all other categories combined. Nerium International is in the highest-selling category within beauty, which is dermal. Within dermal, Nerium International is in the fastest-growing segment of that, anti-aging.

Relationship marketing works perfectly in the skincare category because of personal testimonials.

Consumer loyalty to skincare, specifically anti-aging, is very high. This leads to a very high customer retention rate.

When you combine a breakthrough product in the dominant category in this industry with the high customer retention due to breakthrough results, it provides you a foundation for a real opportunity.

Nerium is so dedicated to its Brand Partners’ success, we have a breakthrough program called Nerium Gives Back. You get a FREE bottle of NeriumAD night cream each time you enroll new, loyal Brand Partners or Preferred Customers, which means there is no need to buy and keep a huge product inventory. I love being rewarded for sharing this product!

Nerium International provides Brand Partners with everything they need to succeed, including: e-marketing tools and smartphone videos, in-depth training, a vast library of personal and professional development resources, and experienced leadership.

Nerium is dedicated to recognizing and rewarding our Brand Partners with a full-scale recognition program. When was the last time you were recognized for a job well done?

There is an opportunity for everyone at Nerium. Besides earning a part-time or full-time income, you can also earn luxury trips, LEXUS car bonuses, shares in global sales pools, leadership bonuses, and free product!

What attracted me to Nerium International is:

Real People

Nerium International was founded by Jeff Olson, a top industry leader, who is directing the company’s vision, development, and global expansion.

Our experienced executive management team has over 150 years of combined, proven success in the industry.

Real Life

Nerium International is passionate about investing in our Brand Partners. We are dedicated to helping you develop, both personally and professionally.

This company is different. We have core values that represent something you can be a part of and believe in.

It is a dream come true to belong with a company that allows Brand Partners to experience life to the fullest, create a sustainable business, build lasting relationships, travel the world with friends, and be a part of a family of life-changers.

Nerium has:
- Given away over $10 million in free product.
- Hit $100 million in sales during their first full year of business.
- Won the prestigious Bravo Growth Award from Direct Selling News.
It Starts With You

At Nerium International, we are committed to helping all of our Brand Partners achieve the highest levels of personal excellence and professional development. We strongly believe in the power of consistently investing time into your own development. Successful people do the daily disciplines that will take them to greatness.

One of the simplest disciplines is filling your mind with positive information. You can do this by reading, watching, and listening to life-enhancing, developmental material for 30 minutes every day. Dedicate time each day to take advantage of the vast resources in the Real Life Library.

We believe in building philosophies. We define philosophies as what you know, how you hold it, and how it affects what you do. Once you have the correct philosophies, you will have the right attitudes, actions, and results—which create a successful life. Some of the philosophies that will help you grow and succeed are:

- **Master the Mundane.** Do the simple things every day. It’s the little things—the ones that seem to make no difference when you do them—that have a huge impact on your business when compounded over time.

- **Have a Strong Belief.** How do you create a positive attitude? By having a strong belief in what you’re doing. You will perform to the level of your belief, not your ability. Watch the Nerium videos, webinars (online presentations), and review the training content. These materials will help you develop a strong belief in the industry, our company, the Nerium products, and yourself.

- **Create a Burning Desire to Succeed.** Develop a “do whatever it takes” attitude and nothing will stop you from building your dreams with Nerium! Failure, objections, and discouragement from others are not roadblocks. They are merely stepping stones along the path to success. Remember: at Nerium, we view obstacles as opportunities.

- **Put in the Time.** Vince Lombardi, the famed coach of the world champion Green Bay Packers, said, “The only place success comes before work is in the dictionary.” In other words, it’s up to you to make it happen! Commit now to building your Nerium business every day by talking to others about the business and products, and hosting and attending Nerium meetings and events. Your consistent efforts will help you succeed!

- **Have a Teachable Attitude.** Nerium’s top leaders have developed systems that work, so there is no need to reinvent the wheel! Implement the strategies and behaviors outlined in this planner, and learn from others who have achieved success with Nerium.
“Success is nothing more than a few simple disciplines, practiced every day.”

[Jim Rohn]

“Successful people do what unsuccessful people aren’t willing to do.”

—Jeff Olson

“Only I can change my life. No one can do it for me.”

[Carol Burnett]

“Change your thoughts and you change your world.”

—Norman Vincent Peale

“If you have zest and enthusiasm, you attract zest and enthusiasm. Life does give back in kind.”

[Norman Vincent Peale]

“A year from now you will wish you had started today.”

—Karen Lamb

“Be daring, be different, be impractical, be anything that will assert integrity of purpose and imaginative vision against the play-it-safers.”

Sir Cecil Beaton

“YOU GET THE BEST out of others when you give the best of yourself.”

[Harvey S. Firestone]