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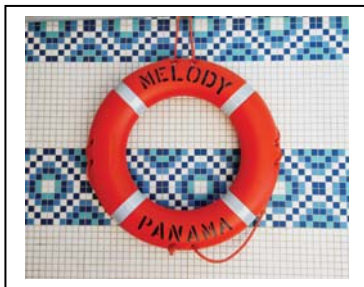
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SAILING to SUCCESS with SUNBIRD!

Join us on a Cruise of a Lifetime from 8-11 Feb 2012

Have you ever dreamt of spending time on a luxury cruise ship?

You can guarantee your place on this wonderful cruise by achieving certain sales targets in the next 3 months (Q4) i.e. Oct – Dec 2011 (see details below).



This amazing prize of a **3 Night** cruise holiday for you and your partner aboard the MSC Melody will remain in your memory long after your voyage has ended.



Fly to Durban and sail back to Cape Town in luxury. Enjoy wonderful cuisine in one of the two restaurants and comfortable lounges and participate in the many exciting activities on board, all paid for except your drinks – you'll simply have the time of your life! (Terms and Conditions apply.)



For your **"ticket to sail"**, you will have to meet the conditions of one of 3 challenges as listed below. There will also be 2 lucky draw winners.

Challenge 1 (New)

Achieve R60 000 Sales in Q4 from either own Personal Sales or Sales of New Recruits (recruited between Oct and Dec).

R60 000 Sales must include:

- * A minimum of R10 000 from Personal Sales
- * A minimum of R10 000 sales from new Downline Distributors who were recruited between Oct and Dec.

Challenge 2 (Original Challenge)

Distributors who achieve Personal Sales of R90 000 between July and December may select to go on the boat trip as opposed to taking a weekend away holiday.

Challenge 3 (Original Challenge)

Distributors who recruited new Downline Distributors in each of the 4 Quarters of 2011 with New Downline Distributor Personal Sales of a minimum of R24 000 in the quarters in which they were recruited (target for Feb – Mar was R16 000).

2 Lucky Draw Prizes

Achieve Personal Sales of R10 000 for the quarter and receive 1 ticket in the draw. Receive an additional ticket for every additional R2 000 sold. The more you sell, the greater your chances of winning!!!

Making the most of referrals:

Customers who hear of your products from other people are known as referrals. When a customer is satisfied with your product, they will talk to others about their positive experience. The advantage of using referrals is that it reduces sales expenses and the time needed to sell to new customers.

“There is no point in being in business if you do not earn good money. Direct selling provides an opportunity to earn a large income. Money buys you freedom and the independence to enjoy fruits of your hard work”

**(Msweli- Mbanga :
The 8 R's of direct selling)**



Heléne and Rebecca at the 2011 Business Opportunities Expo that was held at the Coco Cola Dome, Johannesburg.

Tips on how to obtain referrals :

- Provide quality service on a consistent basis, preferably service that goes beyond expectations – go that extra mile to satisfy your customers.
- Find ways of delighting your customers.
- ALWAYS ask your satisfied customers for referrals.
- Don't waste time to contact a referral that has been given to you.
- When you are contacting the

referral, be open and honest about the person who gave you the referral.

- Offer your customers an incentive for successful referrals. Example: Give them a free perfume for every 3 successful referrals – it strengthens your relationship with the person who gave you the referral.

Referrals allow you to tap into relationships that you would not have been able to gain entry into under usual circumstances.

The Road to Success

Have a winning Attitude

All truly successful people have a driving force within them that sets them apart from others. They have a purpose and desire that gives them the fuel to reach their true potential. This force is a part of them 24 hours a day, seven days a week. It never subsides. They are positive and are excited by the challenges that they face. Their mental power and commitment will not let them do anything other than achieve. **They can because they think they can.** Man's limits are self- imposed by what the mind is given to believe. Expand your belief of your own abilities and you will also expand your true realm of accomplishment. Remember: - **Your Attitude determines your Altitude.**

Set Goals

Without specific goals, you will never achieve your full potential. Pursuing and achieving your goals offers incredible motivation and satisfaction. Set Daily, Weekly, Monthly, Quarterly and Yearly Goals for all the important aspects of your business:

Examples of Goals:

- * Income (Personal Sales and Downline Income)
- * Number of Customers
- * Number of Downline Distributors
- * Quality of your Downline

- * % Repeat Business achieved and number of Referrals obtained
- * Personal Training Goals
- * Goals for Personal Admin

Develop a good Business Plan

This is your game plan, the road map you will use to accomplish your goals, ambitions and desires. Recognize the opportunities and challenges that you will face and develop a plan that will ensure that your valuable time is best used to make the most of the opportunities that are available to you. You don't have to re-invent the wheel! Learn from what other successful Distributors have done and copy their ideas.

Acquire and Develop Skills

Develop communication and selling skills to enable you to make a good impression when introducing SUNBIRD products or the business opportunity to potential customers. Remember, you only get 1 opportunity to impress new customers: make the most of it!

Take Action

Without dedicated ACTION, your best plans will lead no-where. **Don't postpone success:** do what you can TODAY to ensure that you achieve your goals.