

Everyone Can Do 300 PV Per Month !!!

(IF YOU PRACTICE PRIORITY BUYING)

EAT 100 – USE 100 – SELL 100

Focus on your Core-Line Products – Best PV for the \$\$\$!!!

What is PRIORITY BUYING? The best way to explain Priority Buying is to show you the three product areas and the differences in the PV to \$ ratio for each.

QUIXTAR EXCLUSIVES: Approximately 1 PV = \$2.50
(Nutralite & Artistry are the best PV/\$ spent)

STORE for MORE: Approximately 1 PV = \$4-\$7

PARTNER STORES: Approximately 1 PV = \$5-\$15
(volume posted within 60 days)

We all want to get the biggest return for our money spent. As you can see the **QUIXTAR EXCLUSIVES** product line offers you the greatest return and your greatest profitability. Therefore, always make sure when you're doing your weekly and monthly shopping that you order your core-line products first followed by your online catalog **STORE FOR MORE** purchases and finally your **PARTNER STORE** purchases.

DITTO DELIVERY: All orders below are typically a 30-day supply. Setting yourself up on DITTO DELIVERY allows you to schedule a standing order of the products you use the most. This is a great way to guarantee your monthly personal PV goal. You can choose most **Quixtar Exclusives** (Home, Health and Self) in the Ditto Delivery program, specify the date you want your monthly orders to be shipped and even modify the product choices on your Ditto Delivery Order. What could be easier? For more information and help in selecting products for your Ditto Profile, check out Ditto Delivery on the Quixtar site (Ordering/Ditto Delivery).

Special Note: Ocean Essentials also offers a standing order program on their site. Check it out!

PERSONAL ASSESSMENTS: Take time to complete the personal assessments under My Home, My Health, My Self (Ordering/My Home, etc./My Assessment) and under Ditto Delivery. (*Ocean Essentials Assessment is under Ordering/Partner Stores/Ocean Essentials.*) These assessments will take the guess work out of your product selections. You can even walk through these assessments with your Clients and Members. What a great way to educate and excite them about our incredible products!!!

EAT 100 PV Examples

Focus on Nutralite Products – one month's supply for ONE person

BASIC PACKAGE		ACTIVE PACKAGE	
Double X	25.05 PV	Double X	25.05 PV
Leading Edge	27.00 PV	NutriEdge	16.70 PV
Siberian Ginseng with Ginkgo Biloba	17.80 PV	Garlic Heart Care Formula	10.50 PV
Meal Replcmnt Bar/day (4 boxes/mo)	31.20 PV	Ginkgo Biloba and DHA	18.00 PV
Ocean Essentials Balanced Health	13.60 PV	Protein Bar/day (4 boxes/month)	24.60 PV
		Trim Adv. Drink Mix per day (2 boxes/mo)	11.00 PV
TOTAL PV	114.65 PV	TOTAL PV	105.85 PV
LADIES PACKAGE		MENS PACKAGE	
Double X	25.05 PV	Double X	25.05 PV
NutriEdge	16.70 PV	Leading Edge	27.00 PV
Iron-Folic Plus	5.00 PV	Protein Bar/day (4 boxes/month)	24.60 PV
Trim Advantage Supplements	53.40 PV	Protein Powder	11.75 PV
Calcium Magnesium	6.15 PV	Saw Palmetto and Nettle Root	17.60 PV
TOTAL PV	106.30 PV	TOTAL PV	106.00 PV

USE 100 PV Example

Focus on Core-Line Products

Example – buy one of each of these items from the core-line categories shown (average 5-6 products per week):

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| ◆ <i>Artistry Skin Care & Cosmetics</i> <ul style="list-style-type: none">– Clarifying Cleansing Gel– Alpha Hydroxy Serum Plus– Time Defiance Renewal Lotion– Fragrances– Vitamin C & Wild Yam | ◆ <i>Baby Care</i> <ul style="list-style-type: none">– Kozy Kids Diapers | ◆ <i>Kitchen Care</i> <ul style="list-style-type: none">– Dish Drops– L.O.C. Plus Kitchen Cleaner |
| ◆ <i>Body Care</i> <ul style="list-style-type: none">– Body Shampoo– Deodorant/Anti-perspirant Stick– Liquid Hand Soap | ◆ <i>Cleaners & Disinfectants</i> <ul style="list-style-type: none">– L.O.C. Plus Bathroom Cleaner– L.O.C. Plus Glass Cleaner– Pursue Foam Cleaner | ◆ <i>Laundry Care</i> <ul style="list-style-type: none">– SA8 Bioquest– PreWash Spray Spot Treatment– All Fabric Bleach– Dry Chlorine Bleach |
| ◆ <i>Oral Care</i> <ul style="list-style-type: none">– Glister Anticavity Toothpaste– Glister Anti-Plaque Oral Rinse | ◆ <i>Gift Albums</i> <ul style="list-style-type: none">– Amagift D | ◆ <i>Car Care</i> <ul style="list-style-type: none">– Silicone Glaze Auto Polish– Freedom Fuel Additive |
| | ◆ <i>Hair Care</i> <ul style="list-style-type: none">– Volumizing Cleanser– Moisturizing Detangler– Sculpting Spray Gel– Final Step Finishing Spray | |
| | | <hr/> TOTAL PV = 100 plus <hr/> |
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SELL 100 PV

Create a Client & Member Base = 100 PV per month!!!

Focus on Core-Line Products – especially those that encourage repeat purchases

- ◆ Personally register Clients & Members. This keeps the personal touch aspect.
 - ◆ Give a personal tour through the Quixtar site. If they are not comfortable with the Internet, offer to place orders for them.
 - ◆ Market the Nutrilite Food Supplements and Trim Advantage lines to health conscious friends and family.
 - ◆ Showcase the jewelry, fragrances, and Artistry Skin Care & Cosmetics at a Beauty Break for friends and family.
 - ◆ Market Gift Albums to businesses for business gifts or incentive programs.
 - ◆ Present services such as MCI, Wireless Marketplace, Visa and Amvox to individuals and businesses.
 - ◆ Market Big Ticket Items such as the Water Treatment System, cutlery, Queen Cookware, ClearTrak Carpet Maintenance System, etc.
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SPECIAL OCCASION REGISTRY

Have you ever forgotten to order a gift from your business for that special occasion?

Make a new goal of ordering every gift from your own business. With the tremendous product line we have, you can generate a generous amount of PV, if you only plan ahead.

A suggestion may be to use the chart shown below as a guide to organize your special occasions and make your order planning easier. For simple gift-giving, remember to Ditto!

JANUARY

Name	Occasion	Date	Name	Occasion	Date
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FEBRUARY

Name	Occasion	Date	Name	Occasion	Date
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