

The Role

- Acting as a Vnatural Area Manager you would be recruiting, training and running a team of consultants selling the L'Occitane en Provence skincare, body care and fragrance range to family and friends through parties – either at their home or that of a hosts and to company's employees
- Using tips and guidance from us, you are responsible for finding your team of consultants – using local newspapers, lifestyle magazines, online jobsites and community sites – as well as your own contacts and resources
- With our support, you help train your team to be effective in booking hosts to run parties and events, present the L'Occitane ranges and maximise their selling capabilities
- Offering on-going contact ,you will motivate your team to success – *for them and for you!*

“We will provide you with all the support and guidance necessary for you to operate your own successful business.”
Juliette Green - Director



*feel good inside...
look great on the outside*

What we provide

- A package of support in running your own micro-business and being self-employed
- An area of prime responsibility – you have an exclusive area* in which to operate with your team
- Comprehensive product training, covering the L'Occitane history and brand values, true stories about each range and individual product benefits
- A professional and attractive brand – you will feel proud of being part of Vnatural Well-being
- On-going contact and support - *we will make you feel part of the team!*
- **A great earning opportunity – generous commission and repeat business commission via the website – your time commitment determines what you earn – it's up to you!**

*subject to meeting sensible minimum sales targets



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The range

Unique Skincare, Body Care and Fragrance dedicated to the well-being of women and men, inspired from Mediterranean *art de vivre* and traditional Provençal techniques :

- Products with **luxurious fragrances and textures**, rich in natural active ingredients and essential oils
- **Ingredients** that are rigorously selected, **controlled and traceable**
- Strict **ethical and environmental** policies



1. **Verbena** - uplifting yet relaxing



2. **Almond** - firming and shaping for the body



3. **Immortelle** - anti-aging for the face



4. **Shea Butter** - dry and dehydrated skin



5. **Lavender** - relaxing



6. **Aromachologie** - essential oils hair care



7. **Cade and L'Occitan** - men's skincare



*Each with a True Story to tell
and products to entice...*



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Area Manager

Your earning potential



Illustration based on Hampshire	Per consultant	Per Area (60 consultants)
Total population aged 15+ (A)		1,410,742
Total women ABC1, aged 35+ (B)		301,264
No. of B per consultant (C)	5000	
No. of consultants (B divided by C)		60
Commission for consultant	25%	
Commission for Area Manager		5%
Total sales per annum per consultant	£19,008	£1,140,480
Consultant commission (25%) per annum*	£4,752	£285,120
Area Manager commission (5%) per consultant	£950	£57,000
Total Area Manager commission (consultants and own consultancy)		£61,752

*excluding any website sales commission @ 10% for Consultant and 2.5% for Area Manager



Please note – this is an estimate of your earning potential and is for illustration purposes only. It is not a guarantee of income, as each individual's circumstances and abilities vary.

Your investment is only £995 + VAT (reduced to £750 for launch)**

You would be encouraged to carry a minimum stock level for your consultants

*** in certain circumstances this can be offset against commissions earned over your first three months*



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Opportunities



PHASE 1 2009

SOUTH

no of consultants as at 04.09*

- Hampshire 60
- Sussex E & W 64
- Dorset, Wilts & Somerset 57
- Kent 60
- Devon & Cornwall 59
- Berks & Bucks 56
- Herts & Beds 59
- Gloucs & Oxon 43
- Essex 61
- Inner London SOUTH 42
- Inner London NORTH 42
- Outer London SOUTH 78
- Outer London NORTH 78

PHASE 2 LATE 2009

- MIDLANDS & WALES

PHASE 3 EARLY 2010

- NORTH

PHASE 4 LATE 2010

- SCOTLAND

*estimated as the number required related to: *one for every 5000 ABC1 women aged 35+*



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