



PureAndGentleSkincare

natural and active products for skin, hair and personal care

The Opportunity



In the beginning

We started Pure and Gentle SkinCare Ltd in 2007 initially as an on-line shop offering a range of skin care products for people with problem skin or for those looking for natural ranges, but expanded in 2009 by launching Pure and Gentle SkinCare @ Home.

Every product Pure and Gentle stocks has to pass the test panel, as we test every product before the decision is made whether or not to stock it. Many of our ranges contain the necessary active ingredients needed to manage conditions such as eczema, dry skin, psoriasis, and acne, whilst others are either totally natural or contain a high level of natural ingredients and are therefore suitable for most people.

We appreciate that everyone is different! What works for one person may not necessarily work for another so we have made it our aim to stock a wide and growing range to make sure there is something for everyone.

Whether you want a part time job or a full time career with the chance to develop and manage your own team, we'd love to hear from you.

What have you got to lose? Call 01256 880333 or 0870 0422302 and speak to either Deborah or Lisa today to find out more! Or email us at: marketing@pureandgentleskincare.com or customerservices@pureandgentleskincare.com

Deborah Mason & Lisa Clunie (Joint Managing Directors)

www.pureandgentleskincare.com

Becoming a Consultant



Our Consultants earn a net commission which means unlike most other Direct Sales Businesses, we do not charge you for the hostess gift and we do not set targets.

You can earn as little or as much as you want!

We pay commission on every direct sale or direct repeat order you make at a rate of 20%, and if someone you introduce orders directly on the Pure and Gentle SkinCare web site you earn commission too!

As an average our Consultants earn around £50 per party held, which is equivalent to about £16 per hour! But you can earn much more than that dependent on the size and type of parties you hold.

We will supply you with top quality products from a wide range of Suppliers together with all the stationery and business tools you'll need. We will also offer you initial training and of course ongoing support. We have an informative website which you can share with your party guests by either printing off information, Fact Sheets and articles to use at parties, or directing guests to the site.

The Starter Kit will cost you £75 and contains over £225 worth of products and business tools - everything you need to get partying and earning straight away. Plus if you want to expand your Starter Kit you can easily do so by purchasing additional items. Yours orders are simply placed online or by phone, you can then sit back and let us do the rest.

We pay your commission one month in arrears, on or around the 20th of each month. We can pay you by cheque posted to your home address, or you can provide us with your bank details and we can pay your commission directly into your bank account. The choice is yours.

We are committed to offering you the best support available, and it is all free.

We do recommend that you hold at least 1 Party per week so that you see your income and your customer base grow.

If you really enjoy what you do and want more, you can very quickly progress to grow your own team and earn extra commission from your own consultants. As a Team Leader or Manager you'll earn an additional bonus of 2% from the sales generated by your team members.

Questions & Answers

Here are a few questions we have been asked by some of our consultants.

What can I expect from becoming a Pure and Gentle SkinCare @ Home Consultant?

As long as you are over 18 years of age you can work flexible hours with the opportunity to earn money, and on top there are other ways to maximise your income. Plus you'll benefit from discounts and special offers on all our products.

Here's what being a Pure and Gentle SkinCare @ Home Consultant means:

- Enjoy a wide range of specialist products for problem skin
- Start your own business and become your own boss
- Flexible working hours – the perfect job to fit around your life
- Earn extra money – when you want and how you want
- Open to everyone – no previous experience or qualifications needed – just bags of enthusiasm
- Risk free – the more you work the higher the financial rewards
- Meet new friends
- Free initial training and ongoing support

Whether you want a part time job or a full time career with the chance to develop and manage your own team it is up to you. We are committed to offering you the best support available through both your Area Manager and Head Office.

How easy is it to run my own business?

Really easy! We will supply you with top quality products from a wide range of Suppliers together with all the stationery and business tools you'll need. We will also offer you initial training and of course ongoing support. We have an informative website which you can share with your party guests by either printing off information, Fact Sheets and articles to use at parties, or directing guests to the site. Remember it is still possible to earn commission from direct web sales. We will also, from time to time, provide additional material you can use.

Is there a cost involved in setting up?

Yes. You will need to buy our Pure and Gentle SkinCare @ Home Starter Kit with the option to expand your kit dependent on the sort of parties you want to hold, for example more children and baby based products.

Who will help me to set up my business and show me how to run it?

You will have a Manager, usually the person who has introduced you into the business. Your Manager will help you set up and train you on all aspects of the products and how to successfully build your business. We are committed to offering you the best support available, and it is all free. We will give you ideas on how to theme and hold parties and events.

You don't need any previous experience, just belief in the products you are selling and the determination to succeed. We want you to earn money and have fun at the same time!





Does being a Pure and Gentle SkinCare @ Home Consultant require a lot of hours to succeed?

Like any new venture you'll need commitment and self motivation in order to grow your business. The more hours you put in the bigger the profit you will make. We do not set company targets, you earn 20% from all your sales at parties or events. This type of business can be very rewarding as it allows you to work the hours that suit you and your lifestyle such as evenings or during school hours it is up to you.

How much can I expect to earn?

You can earn as little or as much as you want!

We pay commission on every direct sale or direct repeat order you make at a rate of 20%, and if someone you introduce orders directly on the Pure and Gentle SkinCare web site you earn commission too! To qualify for this sort of commission your customer must enter either your name and/or Consultant Number in the Comments Box at the checkout. If this is entered, you will earn 10% on this type of sale.

As an average our Consultants earn around £50 per party held which is equivalent to about £16 per hour! But you can earn much more than that dependent on the size and type of parties you hold. As well as holding parties, you may want to do one to one consultations, hand out brochures to friends, family and work colleagues, or invite people to order on line.

Are there specific number of parties that I will have to hold per month?

No. But to be successful, we suggest that you hold at least 1 party per week

Will I have to sign an agreement?

Yes. You will have to sign a Consultant Agreement. This is very straightforward and contains a code of ethics to help and protect you and to protect the good name of Pure and Gentle SkinCare. But you can break this agreement at any time by giving a month's notice in writing.

Are the products available through retail outlets?

Yes. You can buy some of the products on the high street but if your party guests have problem skin or sensitivities they will want to try the products on their skin and they won't be able to do this in a shop. This is the benefit of coming to a Pure and Gentle party as guests can try before they buy.

Are Pure and Gentle SkinCare Consultants employees of the company?

No. You are self-employed and are liable for paying your own National Insurance and Income Tax. You are also responsible for registering with the Inland Revenue. There is more information about being self-employed in the Manual we provide you.

"I was attracted straight away to the idea of being a Pure and Gentle SkinCare Consultant. I have a 3 year old daughter with dry skin like me, and I've tried lots of different products – some have worked a bit and some haven't and I've spent a lot of money in the process. Being able to try the products at the parties will avoid costly mistakes and there's something in the ranges to suit everyone. It's also a great way of earning some extra money that will fit in with my family life as I will be organising the parties in the evenings or at toddler groups during the day."

*Melanie Wyatt,
Pure and Gentle's first Consultant*