



SECRET
ACADEMY

NEW AGENT KICKSTART

GUIDE



My Mentor (the Agent who enrolled me):

Name: _____ Email: _____ Tel/Text: _____

TIP



Ask your mentor for their schedule of team meetings and trainings!

Welcome & CONGRATULATIONS

The industry leading and innovative Seacret Kickstart Program is your 7 week strategy for launching your new business. Use this workbook to guide you through the journey!



QUESTIONS? YOUR MENTOR IS ALWAYS YOUR FIRST SOURCE OF INFORMATION; OR YOU MAY ALSO CONTACT OUR CUSTOMER CARE TEAM TOLL-FREE AT 1-877-680-9622.

IN YOUR FIRST 7 WEEKS, WHAT DO YOU WANT TO ACHIEVE?

INCOME: Did you join to supplement your income? How much would you like to earn each month?

COMMUNITY: Did you join to make new friends? To be part of something bigger than you?

RECOGNITION: Have you ever dreamed of being recognized for your achievements?

INDEPENDENCE: Are you excited about owning your own business? If so, why?

CONTRIBUTION: Are you passionate about helping others look and feel better?



YOUR VIRTUAL KIT THAT WAS EMAILED TO YOU HAS BROUGHT YOU HERE.

Refer to your Virtual Kit for your Agent ID Number and directions to your Seacret Academy virtual learning center. The Seacret Academy is where you will find all the videos listed in this guide.

HAVE YOU WATCHED THE FIRST 3 VIDEOS IN YOUR VIRTUAL KIT?

If so, check them off. If not, please view them now.

- VIEW VIDEO #1 - **BACK OFFICE TOUR**
Your Seacret business management center.
- VIEW VIDEO #2 - **PERSONAL WEBSITE SET UP**
How to set up and customize your personal Seacret website and shopping cart.
- VIEW VIDEO #3 - **APPLY WALLET DOLLARS AND SEACRET PAY SET UP**
How to use Wallet Dollars to purchase Seacret products; and how to receive your compensation.

CONGRATULATIONS! NOW THAT YOU HAVE SET UP YOUR BUSINESS, LEARN ABOUT OUR INDUSTRY-LEADING AGENT KICKSTART PROGRAM!

VIEW VIDEO #4 - **NEW AGENT KICKSTART PROGRAM**

Agents during their first full 7 weeks in business are eligible to earn additional bonus incentives for achieving 3 missions; and you have the option to purchase one of each of the New Agent Product Packs that include Gratitude Offers throughout your 7 week Kickstart Period.

Learn about this business start-up plan consisting of these 3 very achievable Missions:

| | | |
|--|--|---|
| <p>MISSION 1 Achieve 500 Total Personal Volume (TPQV)* Up to 250 TPQV may be from Personally Enrolled Agents TPQV.</p> <p>REWARD \$50 Product Credit</p>  <p>Date Achieved: _____</p> | <p>MISSION 2 Achieve +300 additional TPQV (cumulative 800 TPQV) Up to 400 TPQV may be from Personally Enrolled Agents TPQV.</p> <p>REWARD \$100 Product Credit</p>  <p>Date Achieved: _____</p> | <p>MISSION 3 Achieve +400 additional TPQV (cumulative 1200 TPQV) Up to 600 TPQV may be from Personally Enrolled Agents TPQV.</p> <p>REWARD \$250 Product Credit</p>  <p>Date Achieved: _____</p> |
|--|--|---|

**Total Personal Qualifying Volume (TPQV) = Qualifying Volume (QV) from all Personal Orders and Personal Customer Group Orders.*

PLUS for every new Agent that you enroll in your first 7 weeks who completes their Missions - YOU will receive a **MISSION MENTOR BONUS** for helping them:

| MISSIONS | MENTOR BONUS* | CUMULATIVE TOTAL* |
|-----------|---------------|-------------------|
| Mission 1 | \$50 | \$50 |
| Mission 2 | \$30 | \$80 |
| Mission 3 | \$40 | \$120 |

**Shown in USD and converted at 15% in Canada, the same conversion rate used to determine product pricing.*

THE POWER OF GRATITUDE OFFERS!

Seacret has created something extra special for you to offer your first Customers - to show them your appreciation for supporting you in your new business.

We call them 'Gratitude Offers'.

VIEW VIDEO #5 - HOW TO USE GRATITUDE LINKS

Make a list of potential customers with whom you would love to share these exceptional offers!

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SHARE OUR AMAZING GRATITUDE OFFERS - DON'T LET THEM EXPIRE!



These offers are 20% off the VIP Price plus the option of purchasing an additional bonus item at 50% OFF!

TIP



Call a friend to help you unveil your New Agent Product Pack on a Facebook LIVE to share your excitement - you could score your first Customer, Influencer or downline Agent!

VIEW VIDEO #6 - INFLUENCER PROGRAM TRAINING
Our Influencer Program is the ultimate lead generation system!

VIEW VIDEO #7 - CREATE A PROSPECTING CHECKLIST
Learn many tips and techniques on how to expand your network.



CHOOSE YOUR LAUNCH DATES

Start with your IN-HOME Launch Event, where you will act as an Influencer to make your first sale/s, start earning* supplemental income AND product credit. Add a second date for your ONLINE Facebook Launch Event and invite your social contacts, together with anyone who could not make it to your IN-HOME event. Schedule your launches within the next 10 days.

IN-HOME

Date: _____

Place: _____

Time: _____

ONLINE

Date: _____

Place: _____

Time: _____

MAKE A LIST OF GUESTS TO INVITE (AND ASK THEM TO BRING FRIENDS)!

Can't think of anyone to contact? Try gathering names from this Memory Jogger List. List at least 30 people.

F.R.A.N.K.I.

- Friends
- Relatives
- Acquaintances
- Neighbors
- Kids' Friends
- Internet Connections

WHO ARE YOUR:

- Close friends
- Immediate family
- Co-workers
- Last 10 calls
- Clients
- Business relationships
- Friends at church
- Distant family
- High school friends
- Univeristy/College friends

WHO DO YOU KNOW THAT:

- Is really good with people?
- Is a business person?
- Is a sales person?
- Is in the beauty industry?
- Is a professional?
- Is self-employed?
- Is entrepreneurial?
- Needs to make more money?
- Is in network marketing?
- Doesn't like their job?

| | | | |
|-------|-------|-------|-------|
| _____ | _____ | _____ | _____ |
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| _____ | _____ | _____ | _____ |

TIP



Place an asterisk (*) beside each person that you feel may want to join you as a downline team member - especially those who are looking for a way to supplement their income. After your launch events, contact those people and set up an appointment with them to discuss the business opportunity.

CONTACT YOUR LIST OF INFLUENCERS AND START BOOKING EVENTS:
Think outside the box. Show your enthusiasm... and have FUN!

YOUR BUSINESS. YOUR WAY.

Consider the places you plan on working your business, such as one-on-one sales in a coffee shop or wine bar. Or will you concentrate more on In-Home Events? Are you excited about selling through Online Events and a Facebook VIP Group? List the various ways you will do this:

After you have completed your list, learn about the various ways to sell in videos 8 and 9.

- VIDEO #8 - HOW TO DO IN-HOME EVENTS**
Check out this easy routine for in-home events that should have you in and out in under three hours.
- VIDEO #9 - HOW TO DO ONLINE EVENTS**
Follow these steps for maximizing online sales.

PREPARE TO SHARE

Watch our product training videos. They are packed with valuable information and can be viewed in a few minutes.

- VIDEO #10 - **INTRODUCING SEACRET PRODUCT LINES**
- VIDEO #11 - **WOW PRODUCT TRAINING**
- VIDEO #12 - **SKIN AND SKIN TYPES TRAINING**
- VIDEO #13 - **DRY SKIN TRAINING**
- VIDEO #14 - **OILY SKIN TRAINING**
- VIDEO #15 - **NORMAL SKIN TRAINING**

PRACTICE PRODUCT
DEMONSTRATIONS
ON YOUR FAMILY
AND FRIENDS.



TIP



Be on the lookout for emails on the 1st and 15th of each month from Seacret HQ about our monthly special offers for Customers and Influencers.

SET IT AND FORGET IT!

Set up your Agent Subscribe & Save Program

1

Log in to your
Back Office

2

Click on the
**'My Subscribe
& Saves'** tab

3

Select **'Subscribe
& Save'** and
'Shop' at Agent
prices

4

Choose your
favorite Seacret
products

5

Use the calendar
to set up your ship
date, frequency
and **SAVE**

TIP



Join the Seacret Agent Bulletin Board Facebook Group for the latest Seacret Agent information and important updates.

NEW AGENT COACHING CHECKLIST

This checklist makes it easy for you (and your Mentor!) to track your progress.

- | | |
|--|---|
| <input type="checkbox"/> Call a friend to help you unveil your New Agent Product Pack on a Facebook LIVE to share your excitement! | <input type="checkbox"/> View VIDEO #10 - Introducing Seacret Product Lines |
| <input type="checkbox"/> Ask your Mentor for their schedule of team meetings and trainings | <input type="checkbox"/> View VIDEO #11 - WOW Product Training |
| <input type="checkbox"/> Get familiar with the Agent Back office by viewing VIDEO #1 - Back Office Tour | <input type="checkbox"/> View VIDEO #12 - Skin and Skin Types Training |
| <input type="checkbox"/> Watch your email for your Agent ID number; view VIDEO #2 - Personal Website Setup | <input type="checkbox"/> View VIDEO #13 - Dry Skin Training |
| <input type="checkbox"/> View VIDEO #3 - Apply Wallet Dollars and Seacret Pay | <input type="checkbox"/> View VIDEO #14 - Oily Skin Training |
| <input type="checkbox"/> View VIDEO #4 - New Agent Kickstart Program | <input type="checkbox"/> View VIDEO #15 - Normal Skin Training |
| <input type="checkbox"/> Achieve Missions 1, 2 & 3 | <input type="checkbox"/> Practice product demonstrations on family and friends |
| <input type="checkbox"/> View VIDEO #5 - How to Use Gratitude Links | <input type="checkbox"/> Set Up your Agent Easy Subscribe & Save |
| <input type="checkbox"/> View VIDEO #6 - Influencer Program Training | <input type="checkbox"/> Host your two Launch Events (In-Home and Online) |
| <input type="checkbox"/> View VIDEO #7 - Create a Prospecting Checklist | <input type="checkbox"/> Contact the prospects on your FRANKI list that you feel would like to join your team (to start earning supplementary income) and set up appointments to discuss the business opportunity |
| <input type="checkbox"/> View VIDEO #8 - How to do In-Home Events | <input type="checkbox"/> Read the emails on the 1st and 15th of each month from Seacret HQ about our monthly special offers for Customers and Influencers |
| <input type="checkbox"/> View VIDEO #9 - How to do Online Events | <input type="checkbox"/> Join the Seacret Agent Bulletin Board Facebook Group for the latest Seacret Agent information, training and important updates |
| <input type="checkbox"/> Choose your IN-HOME and ONLINE Launch Event Dates | <input type="checkbox"/> Block time each day to devote to the following essential activities: booking Events, selling the products, sharing the business opportunity, expanding your network and following-up! |
| <input type="checkbox"/> Create a F.R.A.N.K.I. list (F riends, R elatives, A cquaintances, N eighbors, K ids' Friends, and I nternet Connections) List at least 30 people | <input type="checkbox"/> Register for Conference |
| <input type="checkbox"/> Contact your list of Influencers and start booking Events | <input type="checkbox"/> _____ |
| <input type="checkbox"/> Share our amazing Gratitude Offers | <input type="checkbox"/> _____ |
| <input type="checkbox"/> _____ | <input type="checkbox"/> _____ |
| <input type="checkbox"/> _____ | <input type="checkbox"/> _____ |
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