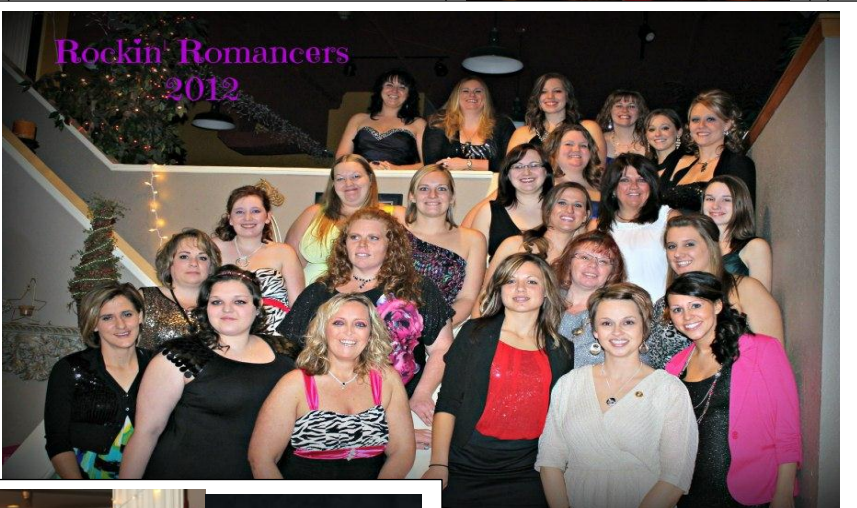


2013 Rockin Romancers Team Handbook

Welcome To the Pure Romance Family!



Team Leader: Tonya Rutherford
Senior Director, Senior Board Member
Sponsor:
My Office Phone Number: 816.387.3457
Alternate Number:
My Email Address: pureromancebytsr@gmail.com
Prepared For:
Your Level:
Your Consultant #:
Deadline to Place Your Activating Order:

Welcome to Pure Romance!

I'm very excited to have you as part of the Pure Romance sisterhood, where the opportunities are truly limitless! As your Sponsor, I'm here to help coach you in your business. I work very hard to make sure my team receives both the training and support they need to grow and maintain a successful business.

About Me



I began my Pure Romance Business in 2005 . I was with another company that closed the doors all of a sudden. When I found out that i did not have a job any more. I was pretty scared and did not know what to do. I then got a call from my up line at the time and we were asked to attend a meeting the following night for a job opportunity. So i was like ok let's go check this out. Chris Cicchinelli flew into Maryville Mo into a corn field and let me tell you he was shocked at where he had landed. He came to the local Pizza Hut and offered us the chance to work with Pure Romance. I was scared to death; I had sold lingerie before not vibrators. This was a big change for me. I thought how in the world I am going learn everything that I need to know about all these products and so many questions ran through my brain. However I thought you know if PR is willing to come to Maryville Mo. and give me this opportunity why not give it a try. I was amazed at the training that was available to me from day one (and still the training that is available) and how I have grown so much since then. I am proud now to say that I am a Pure Romance consultant. My family life is very simple yet full I am married to my husband of 11+ years and I have two wonderful children Aerial and Gunnar My family and friends are the world to me and now you will be a part of this as well.

Clear Expectations

My Commitment to You

As a team leader, my mission is to help women achieve the success they desire with Pure Romance. I encourage you to take advantage of the training and support I offer, as I've seen it make a tremendous difference in the results Consultants achieve.



Training: I offer special individualized training to help you launch your business. Your first session with me should take place as soon as possible so you can get off to a quick start. Whether over the phone or in person, I will dedicate my time to help you explore all of the resources available to you as you launch your new business.

As part of my New Consultant Connection program, I will schedule a date for you to shadow one of my parties before you receive your Starter Kit. If for any reason you are not able to attend one of my parties, I will connect you with another Consultant in your area.

I will also help you go through your Kit contents when you receive your Kit. This may be done over the phone or in person depending on your location and availability.

Support: Just because you work for yourself, doesn't mean you're alone! I am here to assist you in finding the right answers to your questions. My goal is to make your road to success as easy as possible.

Team meetings are your perfect opportunity to network and learn from fellow Consultants. This will allow you to extend your support system within Pure Romance.

I also hold monthly meetings via Skype in order to reach out to those who can't attend the team meetings or have new consultants to introduce to the team.

I will be a resource for you to help you develop skills for success. Rest assured, if I don't have an answer for you, I will find one as soon as possible. When responding to your questions, I will explain where you can find the answer in the future. This will allow you to confidently research and answer questions as you become a resource for your own customers and future team members.

Clear Expectations

Expectations of My Team Members

I'm committed to sharing the Pure Romance opportunity with a strong focus on education, empowerment and entertainment. As a member of my team, I will look to you to be an inspirational advocate for this mission.

The great thing about being a business owner is the power to take control of your success! I will provide you support, but you cannot expect results without effort on your part.

I encourage you to attend all corporate events and team meetings held within a 100-mile radius of your home. The training, networking and motivation all contribute to your success as a Pure Romance Consultant and independent business owner. Did I mention the corporate office awards various incentives to Consultants who attend events within a 200-mile radius? This is also a great way for you to receive leads, prizes, recognition and other incentives from me!

Personal disputes have no place in business settings; I kindly ask that you leave personal differences outside when attending team events. Focus on the overall success of your business and our team.

As a courtesy, I ask that you acknowledge my inquiries within 24-48 hours so I know you have received my messages.

I do ask that you respect my office hours and contact me by my preferred method of communication. During office hours you can reach me via email and my office phone. If you need to reach me after office hours or have an emergency, please call me on my cell phone. I do respond to text messages, but if you need to reach me, please call me directly. Do not rely on email or Facebook to communicate with me if you need an immediate response.



Hours of Operation

My Business Hours:

I will be available to answer questions during the times listed below. Please be aware that my customers may also be calling during this time as well. If for any reason you cannot reach me, please leave a detailed voicemail message or email me at pureromancebytsr@gmail.com I will get back to you as soon as possible. In case of an emergency, you may also call me on my cell phone or send me a text message. If you would like an individual connection on a specific aspect of your business, please refer to my connection hours. My connection hours are reserved for uninterrupted time for me to assist individuals on my team.

Monday-Thursday 8am-4pm

Connection Hours:

My connection hours are the times I am in my office and available to discuss sharing the business opportunity, Hostess coaching, party bookings, selling and other topics related to your business. I block this time off each week to provide one-on-one training and tips for members of my team. During this time I recommend you have a computer and internet access available. When scheduling an appointment during these hours, please keep in mind, I expect you to be at home and focused on the conversation so you can take notes for future reference. I reserve this time

each week for helping members of my team. Please reserve a time and date to discuss your coaching and training needs regarding one of these business topics mentioned above. You can call or email me at any time to schedule a day to shadow a party with me or another member of our team.

Monday, Tuesday, Wednesday, Thursday 8am-3pm

All by Appointment only

I will also have some evenings available for me to shadow you or for Consultant training and Extra Support

*Designated as my New Consultant Training hours

New Consultant Connection

In addition to regular consultation hours, I have a created a New Consultant Training program that I offer to every new Consultant in order to help them start their business on the right foot and support them through every step. We will be talking a lot when you get started. The first month we will have a specific time once a week that we will go over information and also training. Then after the month we will go to every 2 weeks and then do this for a month and then if you continue to want connections calls we will do once a month.

TRAINING CALL SCHEDULE (this is for your use and use as a reminder)

CALL	DATE	TIME	CALL PURPOSE

SHADOWING PARTIES: Before your First party you should shadow at least 2 parties (consultant must be approved by up line)

My training consists of a series of calls that will take place over your first 30-60 days as a Pure Romance Consultant. These meet-ups will take place in person or on the phone. The first call or meeting may take 30-40 minutes. Each call or meeting after that will take about 15–20 minutes. Please make sure you record our appointments above and are prepared for each call/meeting.

The first call/meeting will take place within a week of you purchasing your Kit. We will go through your Kit and all its contents as well as review and discuss the Fast Track Checklist during our first call. I will work with you to set a date to shadow one of my upcoming parties. At the end of the call, we will set a date and time for your next call.

-Your Smart Start to Success-

The Fast Track Program and Checklist is designed to get you off to the most successful start ... fast! Your goal is to finish this checklist 30 days after your grand opening party. The results? You will watch your business soar!

- Activate** personal website and create a business email account immediately.
- Schedule** your grand opening with your sponsor.
- Attend** by phone five of the corporate conference calls BEFORE your grand opening party (if possible).
 - Conference call dial-in number (641) 715-3800; access code: 90496.
 - Call #1**—Get Parties Now! (Press 3)
 - Call #2**—Finding Business (Press 6)
 - Call #3**—Hostess Coaching (Press 8)
 - Call #4**—Basic Product Information (Press 9)
 - Call #5**—Basic Recruiting (Press 10)

- Review** the Pure Romance Incentive Requirement Guide and ask your sponsor any questions.
- Read and Complete** the New Consultant Corner on the Pure Romance website (Training Center > New Consultant Corner).
- Complete** all the New Consultant Online Training (Training Center > Online Training Center).
 - Watch at least two online training demos and report the names of the Consultants to your sponsor (Training Center > Online Training Center).
- Join** our team Facebook page or other team-networking site.
- Shadow** two parties with your sponsor or other available Consultant approved by your sponsor. Contact your sponsor for a list of Consultants in your area you can shadow.
- Practice** your demonstration.
- Email** your sponsor a list of products you are going to demonstrate at your grand opening at least 48 hours before the party. Please list products by category (e.g., Foreplay, Massage, Lubricants, etc.).
- Become Active** by placing an order of at least \$250 Retail (unless you have purchased the Gold or Platinum Kit).
- Order** your Pure Romance Corporate approved business cards (Orders > Business Partners > Vistaprint).
- Attend** the next local team meeting within 100 miles held by either your sponsor or her upline.
- Schedule** and hold 4-6 parties within the first 30 days of your grand opening.

By working to complete the Fast Track Checklist, you will be setting yourself up to reach the first level of the **Pure Romance Fast Track program:**

If you achieve \$2,400 in Retail Sales within your first 60 days you'll earn \$300 in Free Product!
Additionally, sponsor one new Active Consultant during the same time period and earn an
additional \$300 in Free Product!

Team Meetings

The First Wednesday of the month (unless otherwise scheduled) the entire team will meet to review the month's Retail totals, introduce new Consultants, review any new updates from corporate, cover training materials on various aspects of the business, answer any questions or concerns, share tips, recognize achievements, and reward any monthly/advancement incentives. Please review the schedule of dates below and put these on your calendar.

DATE	TIME	LOCATION
February 6th	6pm intro 6:30pm START	The Kitchen, Savannah MO
March 6th	6pm intro 6:30pm START	The Kitchen, Savannah MO
April 3 rd	6pm intro 6:30pm START	The Kitchen, Savannah MO
May 8 th	6pm intro 6:30pm START	The Kitchen, Savannah MO
June 5 th	6pm intro 6:30pm START	The Kitchen, Savannah MO
July 10 th	6pm intro 6:30pm START	The Kitchen, Savannah MO
August 14th	6pm intro 6:30pm START	The Kitchen, Savannah MO
September 4th	6pm intro 6:30pm START	The Kitchen, Savannah MO
October 2 nd	6pm intro 6:30pm START	The Kitchen, Savannah MO
November 6th	6pm intro 6:30pm START	The Kitchen, Savannah MO
December 4th	6pm intro 6:30pm START	The Kitchen ,Savannah MO

Conference Calls

This is another way I provide support to new Consultants on our team. You can use this time to introduce me to your new team members as well as connect them with other members of the team. An email reminder will be sent out with instructions on joining the conference call prior. Please refer to my monthly newsletter for additional conference calls that may be scheduled.

**Conference Call Phone #559.546.1000
872876#**

Corporate Conference Calls: You will have access to corporate conference calls, which allow you to learn more about products, sexual health, and other important business information. The Pure Romance Conference Center makes it easy to listen to the calls. They are available 24 hours a day, seven days a week, so you can dial in when it works for your schedule.

Conference Call Dial-In Number: (641) 715-3800 | Conference Call Access Code: 90496

<p>What Is Your Why? – Press 1 (26 min)</p> <p>Every successful Consultant possesses two core qualities. Find out what they are and how to work them to perfection on this special conference call for brand-new Consultants.</p>	<p>Hostess Coaching – Press 8 (44 min)</p> <p>You can literally transform a \$200 party into a \$700 party (or more) using strategically planned conversations with your Hostess prior to your party. Join us as we teach you how to work with your Hostess to increase attendance and outside orders and to make sure she is properly prepared for her party.</p>
<p>Getting on the Fast Track – Press 2 (11 min)</p> <p>Grab your tennis shoes! We want to teach you the steps to start making money right away and excelling in your first 120 days! What you do during your first few months can help you achieve long-term success, so get ready to hit the ground running!</p>	<p>Basic Product Information – Press 9 (35 min)</p> <p>The more you know, the more you can sell! This call provides an educational overview of the Pure Romance product line with the basic information on each of the product categories.</p>
<p>Get Parties NOW – Press 3 (10 min)</p> <p>You just started a new business, and now it's time to start making money. Learn the best techniques for filling your calendar with parties right from the start! This in-depth lesson is a fantastic companion to our "Finding Business" call.</p>	<p>Basic Recruiting – Press 10 (53 min)</p> <p>Interested in sharing the Pure Romance opportunity and building a team of successful Consultants? Learn how to recruit like the pros and start building a path to your Ultimate Wealth.</p>
<p>Party Central – Press 4 (14 min)</p> <p>So you have your first party scheduled...now what? This call will provide a step-by-step walk-through of everything necessary for a profitable party.</p>	<p>Processing Payments and Orders – Press 11 (28 min)</p> <p>Baffled by backorders? Mystified by Master Cards? We provide you with step-by-step instructions on how to correctly enter payments and orders.</p>
<p>Marketing your New Business – Press 5 (11 min)</p> <p>Marketing is an essential part of any successful business. Join us as we discuss low-cost methods for promoting your new business and getting your name out to all those people who want to book a Pure Romance party!</p>	<p>Providing Great Customer Service – Press 12 (10 min)</p> <p>Looking for simple steps that will help you keep customers for life? Listen to this call for ways to provide a high standard of customer service that will build up your reputation and ensure repeat business.</p>
<p>Finding Business – Press 6 (31 min)</p>	<p>Your Business Questions Answered! – Press 15 (22 min)</p>

Learn what to say as you start spreading the word about your new business. This call will teach you the technique for creating a perfect 30-Second Commercial and help you create a list of people to contact to share the party opportunity.	This call covers a wide range of questions that Consultants of all levels encounter as they work their business. Take the time to listen in as some of the most frequently asked questions about running a Pure Romance business are answered on the spot!
Creating a Buying Environment – Press 7 (38 min) The right party environment can really encourage sales. Learn how to get your party guests into a shopping mood!	FAQs about Pure Romance Products – Press 16 (12 min) This call discusses frequently asked questions about the Pure Romance product line. We have pulled the most common product questions that we receive through the Health Education and the Customer Service Departments to help you understand and demo products better.

***This flyer is also available on the Consultant Online Office > Training Center Tab > Conference Calls.**

Important Events

Corporate Events: These are events you are strongly encouraged to attend. Please refer to the Event Registration section on the Consultant Online Office to confirm the most up-to-date information on upcoming corporate events.

Mark your calendars! 2013 is going to be a busy year! From Trainings to Incentive Trips and World Conference, 2013 is sure to ignite your passion and knowledge for your business and Pure Romance! Below is a tentative schedule of events to help you plan your year.

December 2012

Week 1 – Gold Standard Certification Training & PRU Series

Monday – December 3	Tuesday – December 4	Wednesday – December 5	Thursday – December 6
Lansing, MI	Atlanta, GA	Raleigh, NC	Milwaukee, WI
Cincinnati, OH	Minneapolis, MN	Portland, OR	Phoenix, AZ

Week 2 – Gold Standard Certification Training & PRU Series

Monday – December 10	Tuesday – December 11	Wednesday – December 12	Thursday – December 13
White Plains, NY	Baltimore, MD	Pittsburgh, PA	Cleveland, OH
San Antonio, TX	Dallas, TX	St. Louis, MO	Indianapolis, IN

December 24, 25 & 26 – Corporate Office Closed (Warehouse will open on the 26th and orders will ship)

December 31 – Corporate Office Closed

January 2013

January 1 – Corporate Office Closed

January 2 – Product Launch UStream Event

Platinum Bus Tour

Date	Location
January 5	Lansing, Michigan
January 6	Cleveland, Ohio
January 7	Pittsburgh, Pennsylvania
January 8	Cincinnati, Ohio
January 9	St. Louis, Missouri
January 10	Kansas City, Missouri
January 11	Des Moines, Iowa
January 12	Minneapolis, Minnesota
January 13	Green Bay, Wisconsin
January 14	Milwaukee, Wisconsin
January 15	Indianapolis, Indiana
January 16	Chattanooga, Tennessee
January 17	Orlando, Florida
January 19	Atlanta, Georgia
January 20	Columbia, South Carolina
January 21	Raleigh, North Carolina
January 22	Norfolk, Virginia
January 23	Baltimore, Maryland
January 24	White Plains, New York

February 2013

March 2013

Week 1 – Gold Standard Certification Training & PRU Series

Monday – March 4	Tuesday – March 5	Wednesday – March 6	Thursday – March 7
Lansing, MI	Atlanta, GA	Raleigh, NC	Milwaukee, WI
Cincinnati, OH	Minneapolis, MN	Portland, OR	Phoenix, AZ

Week 2 – Gold Standard Certification Training & PRU Series

Monday – March 11	Tuesday – March 12	Wednesday – March 13	Thursday – March 14
White Plains, NY	Pittsburgh, PA	Baltimore, MD	Cleveland, OH
San Antonio, TX	Dallas, TX	St. Louis, MO	Indianapolis, IN

April 2013

Week 1 – Gold Standard Certification Training, PRU Series

Monday – April 8	Tuesday – April 9	Wednesday – April 10	Thursday – April 11
Lansing, MI	Raleigh, NC	Atlanta, GA	Milwaukee, WI
Cincinnati, OH	Minneapolis, MN	Portland, OR	Phoenix, AZ

Week 2 – Gold Standard Certification Training & PRU Series

Monday – April 15	Tuesday – April 16	Wednesday – April 17	Thursday – April 18
White Plains, NY	Baltimore, MD	Pittsburgh, PA	Cleveland, OH
San Antonio, TX	Dallas, TX	St. Louis, MO	Indianapolis, IN

May 2013

Week 1 – Gold Standard Certification Training & PRU Series

Monday – May 13	Tuesday – May 14	Wednesday – May 15	Thursday – May 16
Lansing, MI	Atlanta, GA	Raleigh, NC	Milwaukee, WI
Cincinnati, OH	Minneapolis, MN	Portland, OR	Phoenix, AZ

Week 2 – Gold Standard Certification Training & PRU Series

Monday – May 20	Tuesday – May 21	Wednesday – May 22	Thursday – May 23
White Plains, NY	Baltimore, MD	Pittsburgh, PA	Cleveland, OH
San Antonio, TX	Dallas, TX	St. Louis, MO	Indianapolis, IN

June 2013

Week 1 – Gold Standard Certification Training & PRU Series

Monday – June 17	Tuesday – June 18	Wednesday – June 19	Thursday – June 20
Lansing, MI	Atlanta, GA	Raleigh, NC	Milwaukee, WI
Cincinnati, OH	Minneapolis, MN	Portland, OR	Phoenix, AZ

Week 2 – Gold Standard Certification Training & PRU Series

Monday – June 24	Tuesday – June 25	Wednesday – June 26	Thursday – June 27
White Plains, NY	Baltimore, MD	Pittsburgh, PA	Cleveland, OH
San Antonio, TX	Dallas, TX	St. Louis, MO	Indianapolis, IN

August 2013

World Conference – Cincinnati, Ohio
August 6 – 9

September 2013

Sr. Board of Directors Trip – Naples, Florida
September 8 – 13

Board of Directors Trip – Naples, Florida
September 9 – 13

October 2013

Family Cruise Incentive Trip – October 19 - 23

November 2013

Australia Incentive Trip – November 4 - 11

December 2013

Week 2 – Gold Standard Certification Training & PRU Series

Monday – December 16	Tuesday – December 17	Wednesday – December 18	Thursday – December 19
Houston	San Antonio	Dallas	St. Louis
Knoxville	Atlanta	Raleigh	Orlando
Indianapolis	Des Moines	Minneapolis	Milwaukee

*It is your responsibility to check the Event Registration page on the Consultant Online Office, Corporate News and Heads Up, weekly video updates and corporate emails for updates about corporate events as the dates or locations could change after you receive this handbook from me.

My Incentives

Team Incentives: The following are incentives that I personally reward to active members of my team. At each team meeting, I reward attendees for sharing the opportunity and monthly Retail sales achievements.

INCENTIVES
Special Incentives will be offered and announced at team meetings

My Incentives

Advancement Incentives

The following are incentives that I offer when you advance to a new Consultant Level or achieve a prestigious position on the Board of Directors or President’s Club. All prizes will be awarded at the next team meeting following your achievement.

ACHIEVE ADVANCED CONSULTANT	ACHIEVE SR. CONSULTANT
Recognition at Team Meeting and monthly email, Panty Charm for Bracelet	Recognition at Team Meeting and Monthly email, and Bra Charm for Bracelet
ACHIEVE DIRECTOR	ACHIEVE SR. DIRECTOR
Recognition at Team Meeting and monthly email, Dress Charm, and a Bonus Gift from Momma (when position is held for at least 3 months)	Receive Recognition at team meeting, monthly email and a Piece of Jewelry from Momma T
ACHIEVE NATIONAL DIRECTOR	ACHIEVE PRESIDENT'S CLUB
Receive Recognition at Team meeting, monthly email, \$100 Visa Gift Card and a Surprise gift from your Up-line Director	Receive Recognition at Team Meeting, monthly email and get a \$50 Gift Card
ACHIEVE BOARD OF DIRECTORS	ACHIEVE SR. BOARD OF DIRECTORS
Receive Recognition at Team Meeting, monthly email, \$50 Cash and a Night out on the town with your Up-line Director	Receive Recognition at team meeting, monthly email \$50 Cash and a Weekend Getaway with your Up-line Director

Goal Setting

Whether you are working your Pure Romance business part-time or full-time, you should take the time to set your goals. Do you want to pay off a credit card this year? Do you want to save enough money for a fantastic family vacation?

Setting goals keeps you motivated and on track to reach them. Here is where you are going to define and track your goals for three months. Write them down here and make sure to refer back to this worksheet to track your progress throughout the year.

Monthly Profit Needed from Pure Romance: \$(ENTER NEEDED MONTHLY PROFIT HERE)

How many parties do you need hold each month to hit your monthly profit goal?

Monthly profit needed \$(ENTER #) divided by average profit \$(ENTER AVERAGE PER-PARTY PROFIT)

= (ENTER #) Total Number of Parties HELD each month.

QUICK TIP!

Overbook! Add two parties to the total number of parties you need to hold each month. This will give you how many parties you need to BOOK every month to hit your profit goal.

Sue works full-time and is working Pure Romance part-time to pay her car payment which is \$300 per month.

1. Monthly profit needed: \$300
2. Average party sales: \$400 retail sales per party
3. Sue is at a 35% buying discount. $\$400 \times 35\% = \140 profit per party.
4. $\$300 / \$140 = 2.14$ (round to 3)
5. 3 parties + 2 (postponements)= 5 parties booked each month.

Tracking System:

Be sure to reference The Blueprint For Success (found in your Starter Kit) and 90-Day Success Program for guidance on outlining your business plan, defining your goals and tracking your progress. With the help of these guides, you will be well on your way toward achieving your financial goals.

Leadership Goal For 2013

In addition to booking parties and setting Retail sales goals, I also encourage you to begin thinking about sharing the opportunity. By offering the business opportunity to women you meet, you will not only build your team, but begin to receive the benefits of leadership, such as a higher buying discount.

What Consultant level would you like to reach in 2012? (Highlight or circle one)

Consultant
Advanced Consultant
Senior Consultant
Director
Senior Director
National Director

Write down below how many Consultants you will need to reach this goal.

1st Downline: (ENTER # OF CONSULTANTS) 2nd Downline: (ENTER # OF CONSULTANTS)

Create Your Plan:

of Consultant Leads per Party: (ENTER #)

of Consultant Leads per Month: (ENTER #)

Team Funding Policy 2012

Effective January [2012](#) we are [continuing our](#) Rockin' Romancer's team activities fund. The funds will go toward paperwork and handouts at meetings and extra team activities such as cookouts, girls nights, Christmas party, etc. The following guidelines were set and will be re-evaluated annually. Funds are non-refundable whether you become inactive or choose not to attend the events. Funds will be collected at team [meetings only](#). If you are not in attendance at a team meeting you are responsible for getting your payment to Tonya Rutherford- [to be able to take part in the extras](#).
: Most suitable for consultants who have regular meeting attendance. (Regular attendance is attending at least 8 meetings out of the year.)

Payment options:

Option #1 Annual Fee of \$60.

Option # 2 Payment in full and get a discount (pay \$50)

Option #3 Most suitable for new consultants joining the team throughout the year
Per quarter \$15 quarter will be broken up as follows= Jan-March, April -June, July-September, October-December

- Let's say you are a new consultant and you start your pure romance business in May you will be asked to pay for the funding for the April-June quarter = \$15 and for the following months of the 2012 year
- If you join Pure Romance after September and want to be able to attend the Christmas party you must pay the \$15 for quarter and \$15 to attend
- If you are a consultant that does not attend any meetings or are too far away (over 2 hours from meeting location) and want to attend Christmas party you must pay \$50 attend
- To attend any extra team activities you must be paid in full
- Payments must be cash so much easier this way

Women that attend team meetings will receive all the documents (must register on the Rockin' Romancers Facebook Invite each month) and a copy emailed to you after meeting

If you are not attending the team meeting you must request a copy from Tonya Rutherford via email at pureromancebytsr@gmail.com no reminders will be posted .

My Business

161 Commerce Blvd., Loveland, OH 45140 | phone 1.866.Romance or 513.248.8656 | fax 513.248.8720 |

www.pureromance.com

© Pure Romance, Inc.

Warranty Policies & Form

1. Pure Romance accepts returns for damaged or defective merchandise only.
2. Merchandise must be returned within 30 days of the invoice date, in its original packaging (including information, accessories and batteries).
3. The returned must be accompanied by an RMA# (returned merchandise authorization number). To obtain a RMA#, please email rma@pureromance.com.
4. Defective items can be exchanged for duplicate items only. (If a duplicate item is not available, Pure Romance will credit the Consultant for the purchase price of the item returned.)
5. ny item obviously misused, stretched, or used for demonstration purposes will not be accepted for return. Lingerie washed or worn will not be accepted for exchange.
6. Once a return has been received and process, it will be noted as a Backorder and shipped with your next order.

RETURNINSTRUCTIONS:

1. Complete the information requested below. Include one completed Warranty Form for each item returned. Failure to include separate forms for each product will result in processing delays.
2. rite the RMA# in the space provided below AND on the outside of the package.
3. end returns to:

Attention: Returns Pure Romance, Inc. 161 Commerce Blvd. Loveland, OH 45140

Date: _____ Order #: _____ RMA#:

Consultant Name: _____ Consultant
ID: _____

Item Being Returned:

Date Purchased From Pure Romance:

Reason for Return (please be specific):

FOROFFICEUSEONLY:

Date Received: _____ By: _____ Comments to Consultant:

161 Commerce Blvd., Loveland, OH 45140 Phone 1.866.Romance or 513.248.8656 Fax 513.248.8720
www.pureromance.com

Money Management and Saving for a Wealthy Future

Now that you are a business owner, it is important to organize and manage your business finances. With owning and operating your own business comes the freedom to decide when you get paid, how much you get paid and how much you reinvest in your business. It's important to set yourself up for success when taking control of your finances.

The key to good money management is having a clear picture of how much money you are making and having a clear picture of what you plan to do with that money. After each party, you should establish how much profit you made from that party. A great tool for doing this is the Party Profit Sheet.

There are several ways to pay yourself consistently with Pure Romance. Here are two recommended methods:

1. Pay yourself a percentage of your profits. When you are a Sr. Consultant, you are earning 45% from your party sales. Pay yourself 50% of those profits and reinvest 50% of the profits into your business. When you hold a \$500 party – the Pure Romance average – you will have a profit of \$225. Pay yourself $\frac{1}{2}$ of this profit = \$112.50 and deposit the other \$112.50 into your business savings.
2. Pay yourself a set amount per party. For example, pay yourself \$15 per hour estimating 5 hours per party (including travel and paperwork). You would pay yourself \$75 per party and reinvest the remainder of your profits into your business. When you take the same \$500 party with \$225 in profit – you pay yourself \$75 and deposit the other \$150 into your business savings.

After you have reinvested into your business and have a full inventory, you should stick with the payment plan you already chose. Whether that is to pay yourself a portion of your profits or a flat amount from each party – stick with it! Deposit the rest of your money into a savings account. This will help you be prepared for attending corporate events, including National Convention, National Training and Empowerment Summits. When these events roll around, you will already have the money you need to attend saved!

It's very important to set up separate bank accounts. A business checking account will allow you to keep track of all business transactions with ease and keeps your business income and expenses separate from your personal finances. We also recommend that you open a business savings account in order to save money for your business. Your local financial institution can work with you to set up a savings account that works best for you. Contact them directly for more information on the services they offer.

When Consultants first start out, many of them immediately start to build their inventory by reinvesting their profits into their business, which is a great way to build stock and

grow your business. From the start, you should also be reinvesting profits into your business savings.

After you pay yourself and purchase the necessary backorders, supplies and products, you should get in the habit of – paying your business by putting a portion of your profits into your business savings account. It's an excellent way to help you save money throughout the year, which is essential for small business owners.

In a time when Consultants have an abundance of business, it's important to set some of your profits aside. We know that some months will be better than other months. Since not every month can be February, as a Consultant and a business owner, it's important to save for the future. This will help protect you financially during the months that may not be as busy. If you know that you won't have the time in April to hold as many parties as you need or you just don't book enough parties one month, your business savings account can help you cover that loss of income.

Creating a savings account can also help you expand your business. If you want to participate in your local women's expo, you can plan to save for the registration fee and a Trade Show Kit. Saving can enable you to run your business effectively throughout the year. It can also help you avoid financial strain of extra expenses that may pop up throughout the year.

Using a business savings account is also a great way to prepare for tax season. If you work with a tax advisor, I'm sure they have explained to you that while many of your business expenses are tax-deductible, there is still a chance you will owe taxes. If you begin to save throughout the year, then your business may not be as affected by any taxes owed.

As the owner of your own business, you can determine how much to save. If you need to save a certain amount of money to pay for National Convention, set a goal on how to reach that number. If you just want to save for a rainy day, determine an amount that works based on the amount of income you are earning.

Many financial institutions can set up an automatic payment from your business check account to your business savings account. You can determine the amount you want to transfer each week or month. You can even set the actual day or date to transfer funds. You know your business best, so you know if Friday or Monday is a good day to transfer your determined amount into your business savings account.

If order to determine the amount you want to save, you need to look at your business finances and figure out what you can save or what you want to save. Some ideas on how to start saving are:

- Put \$50 from every party into your savings account
- Create a plan to save \$200 to \$300 per month

- Put 10% of weekly party profits in your savings account.
- If you book an extra party, put all profits from the party into your business savings account.
- When you receive a Sponsor Bonus, put all or half into your savings account.

Organizing and taking control of your finances will help you succeed as a business-woman. You will need to determine the amount of money you can save based on your personal earnings. Use the resources around to you to help you create a plan of action and plan for success. Work with your bank, financial advisor or Sponsor for more information on how to create a savings plan that works for you and your business.

Quick Tax Tips

Hey ladies here is a quick overview of some tax tips you can use throughout the year to make tax time a lot less stressful!

- KEEP YOUR RECEIPTS!!! Anything you do during the year related to Pure Romance take the receipt and throw it in a file folder so you have it for the end of the year!
- RECORD YOUR MILEAGE! After each party write down the miles you drove (to and from combined) in your calendar/planner-you can write off all of these at the end of the year!
- KEEP ALL YOUR ORDER FORMS! You will need these at the end of the year to see how much money you have collected from customers throughout the year!
- HAVE A SEPARATE BUSINESS CHECKING ACCOUNT! This will just make it easier to track your expenses and income throughout the year!
- KEEP TRACK OF ALL HOSTESS CREDITS & DISCOUNTS GIVEN AT PARTIES!
- START A LEDGER! Keep a simple ledger split up into categories such as mileage, business supplies, office supplies, meals & entertainment, postage, etc. Do what makes sense for you!

Examples:

- ✓ Advertising: PR shirts, bags, car vinyl, etc
- ✓ Business Supplies: Meeting Supplies, Prizes given-other than PR product
- ✓ CC processing fees: PR, propay, sailpay, square
- ✓ Equipment: Desk, laptop, etc-must be for exclusive PR use and have been purchased after you started doing PR! You must have a receipt for these!
- ✓ Finance charges: If you have a Credit card exclusively used for PR you can write off these finance charges
- ✓ Gifts: team gifts-cards, flowers, other than PR product max. of \$25 per person per year
- ✓ Insurance: Business coverage only

- ✓ Meals/Entertainment: coffee, lunch dates, girls night outs including tip! 50% write off but enter whole amount and taxes will adjust accordingly
 - ✓ Office Supplies: pens, folders, envelopes (shipping), ink, etc.
 - ✓ Postage & Shipping: stamps, post office-shipping out not shipping from corporate to you
 - ✓ Publications/Subscriptions: Cosmo, Redbook, etc. Must have sexual health info
 - ✓ Travel: Training/Convention-hotel, flight, bus, etc.
 - ✓ Utilities: 100% business only-monthly cell phone bill and internet can be a percentage
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Dream Team

Dream team is an honor to be a part of. You are part of an elite team that discusses and helps with team activities. The women who are on dream team are those who want Pure Romance to be a part of their Dreams. A woman who leads by example and is always willing to lend a helpful hand. The requirements to be considered for a place on the Dream Team are:

1. *Must attend all team, DT meetings and corporate events.*
2. *Must show leadership qualities at ALL times.*
3. *Must be early and stay late to help with team activities.*
4. *Must be doing coaching calls with up line.*
5. *Must have knowledge of PR policies, code of conduct, current PR news and contest book.*
6. *Must be willing to be shadowed.*
7. *Must have a positive attitude and be active and positive on the Rockin' Romancers group page.*
8. *Must have respect for your team, speakers and yourself.*
9. *Must be an active consultant for at least 6 months.*
10. *Retail requirements are \$5000 in the past 3 months. Thereafter to stay a member you must maintain no less than \$1200 per month. There will be an allowed 2 months per year to fall below \$1200 but if you fall below \$600 for either of those months you will be off the team.*
11. *Must be paying it forward to add at least one member to our team every 3 months. Those months are January-March, April-June, July-September and October- December.*

To apply for Dream Team contact Tonya Rutherford for the application. If you are working your business then the previous requirements should be no problem. Dream team is an honor to be a part of, but if you chose to not be a part of it there will be no hard feelings and you will never be looked down upon for it. It is your decision if you do not want to take on the added responsibility you are not obligated to.










Tonya has the power to veto anyone at any given time if she feels that you are not performing to the expectations of a Dream Team member. If a member of the team feels as though another member is not performing as expected they can contact Tonya and a confidential vote using survey monkey will take place and the accused will be given a chance to explain their side of the situation. Again in this case Tonya gets the final say.






Dream Team is an added accomplishment and the knowledge, sisterhood bonding time, brainstorming, recognition and many other benefits are a huge honor to be a part of.

Here is our NEW 2013 Bracelet and Charm Challenge

You will be rewarded from a Job well done and Build your Charm Bracelet!!! The Charms and Bracelet will be given at next team meeting (so if you achieved it in January you will get it at February meeting) You must be present to achieve your Charms and Bracelet I will hold your items for one meeting (achieve it in January and can't make it in February you can get it in March) however if you do not attend that meeting you will forfeit your items. If you are over a 2 hour distance you will have them mailed to you.

All Consultants MUST report to Momma T what Charms they earned for the month no later than 2 days prior to meeting to have her charms ready at meeting or otherwise will forfeit them. Email info to pureromancebytsr@gmail.com

					
<p>Guitar and Bracelet= \$5000 Because you are Rockin!</p>	<p>#1 in Sales</p>	<p>#1 Recruiter Key to Success is Sharing the opportunity</p>	<p>Achieve Advanced Consultant Starting to get Dressed gotta have our Panties</p>	<p>Achieve Senior Consultant Then we Put on our Bra</p>	<p>Achieve Director Then Get Fully Dressed</p>
					
<p>Achieve \$1200 for the First Time in 2013 Future is so Bright ya gotta Wear Shades</p>	<p>Achieve \$2400 for the First time in 2013 Double the Pleasure Double the FUN!</p>	<p>Achieve \$3600 for the First Time in 2013 Show me the Money</p>	<p>Achieve \$4800 for the First time in 2013 Flying High P = persistent I = invested G= Go Getter</p>	<p>When your Month Is Higher than \$4800 you will Receive a Surprise Charm from your up line Director</p>	<p>When you Achieve \$10,000 \$15,000 \$20,000 \$25,000 and so on you will get a Surprise Charm from your Up line Director</p>

					
<p>For Each Qualified Recruit Fill up your Purse with Wealth and Knowledge</p>	<p>Be on the Dream Team</p>	<p>Attending Corp Events You are Red Hot for attending</p>	<p>Special Charm when I see Fit</p>	<p>Cut Above the Rest</p>	

