

BOTLE BUHLE
BRANDS

BBB Growth Recipe

Updated 2023

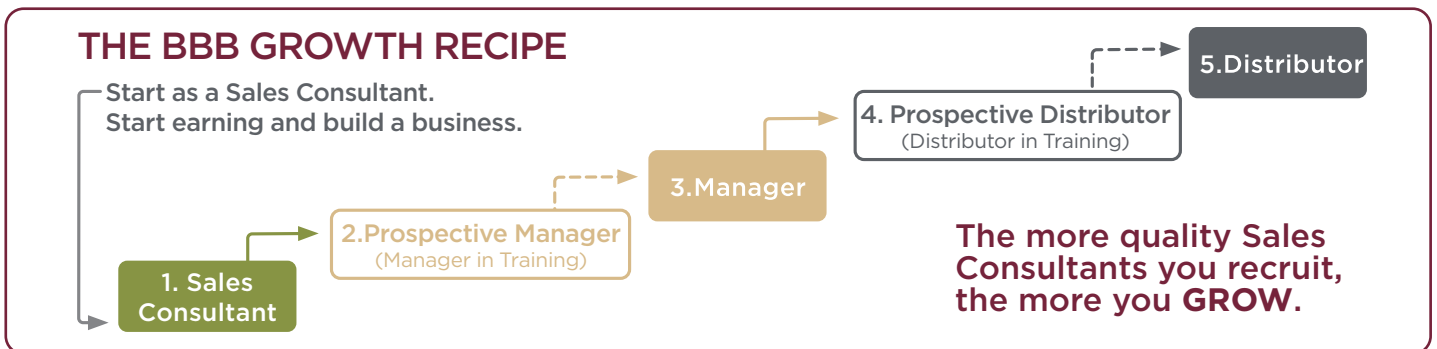


CHALLENGES BREED
SUCCESS
ENTWINE YOUR ROOTS DEEPLY

Your **SUCCESS** Is Our **PURPOSE** SINCE 1998

With us you embark on a career path that rewards you every step of the way. It is much more than a system, it is a community. You will be supported, encouraged, guided and coached.

Your earning potential is directly related to your sales - the more you sell, the more you earn. There are 5 levels within the BBB Growth Recipe that have specific processes and transparent earning structures that you can follow to grow your career.



LEVEL 1 - SALES CONSULTANT

How to become a Sales Consultant



Join

- Step 1: Recruiter registers the Prospective Consultant using the 30638 short code process.
- Step 2: Recruiter must ensure the Prospective Consultant completes the on-boarding process.
- Step 3: Manager completes the selection process using the interview and credit vetting process.
- Step 4: Manager receives the following completed documents: Consultant Application Form, Certified ID/Passport, Affidavit & Proof of Residence.
- Step 5: Manager provides in-house and on-the-job training.
- Step 6: Prospective Consultant receives catalogues from the Manager and starts selling and recruiting.



Earn

Sales of	you get
R1 - R999	17%
R500 SALES	17% = R85 EARNED
R750 SALES	17% = R127 EARNED
R900 SALES	17% = R153 EARNED

Sales of	you get
R1000 - R1999	23%
R1000 SALES	23% = R230 EARNED
R1500 SALES	23% = R345 EARNED
R1900 SALES	23% = R437 EARNED

Sales of	you get
R2000+	27%
R2000 SALES	27% = R540 EARNED
R5000 SALES	27% = R1350 EARNED
R10 000 SALES	27% = R2700 EARNED



GROW Sales Consultant Preparation Period

The new Consultant must be in the role as a Consultant for a minimum of 3 months before starting to work towards becoming a Prospective Manager.



LEVEL 2 - PROSPECTIVE MANAGER

How to become a Prospective Manager



Qualification Criteria

Values, Behaviours and Role	<ul style="list-style-type: none">Act in line and behave in accordance with Botle Buhle Brands vision, purpose and values (BBB way)
Role	<ul style="list-style-type: none">Fulfil the role of a Consultant as defined by the Role of Consultant document for a minimum of 6 months from joining
Recruits	<ul style="list-style-type: none">All qualifying Consultants must be your own recruitsThe Consultant must have a minimum of 10 active Consultants for 3 consecutive months
Sales	<ul style="list-style-type: none">Personal fully paid sales of R5 000 for 3 consecutive monthsEach of the 10 Consultants must achieve a minimum of R2 500 fully paid sales per month, total of R25 000Total Home Team sales must be a minimum of R35 000 fully paid for 3 consecutive months.The difference of R5 000 will be made from the Social Discount, Needs & Supplementary Consultants
Retention	<ul style="list-style-type: none">A minimum of at least 5 Qualifying Consultants must be the same in each of the 3 consecutive months
Training	<ul style="list-style-type: none">He/she must attend Prospective Manager training at his/her Distributor/Manager (role of Prospective Manager: Assist and Learn)
Stock	<ul style="list-style-type: none">Potential Prospective Manager must have a safe space to store stock
Approval	<ul style="list-style-type: none">The Distributor and Mother Manager must approve the qualification to start the Prospective Manager journey



Earn

Sales of R35 000	Discount Band 30%	3%
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GROW Prospective Manager Preparation Period

The new Prospective Manager must be in the role as a Prospective Manager for a minimum of 3 months before starting to work towards becoming a Manager.



LEVEL 3 - MANAGER

How to become a Manager

Qualification Criteria

Values, Behaviours and Role	<ul style="list-style-type: none">Act in line and behave in accordance with Botle Buhle Brands vision, purpose and values (BBB way)
Role	<ul style="list-style-type: none">Fulfil the role of a Prospective Manager as defined by the Role of Prospective Manager document for a minimum of 6 months from becoming a Prospective Manager
Recruits	<ul style="list-style-type: none">All qualifying Consultants must be your own recruitsThe Prospective Manager must have a minimum of 20 active Consultants for 3 consecutive months
Sales	<ul style="list-style-type: none">Personal fully paid sales of R5 000 for 3 consecutive monthsEach of the 20 Consultants must achieve a minimum of R2 500 fully paid sales per month, total of R50 000Total Home Team sales must be a minimum of R65 000 fully paid for 3 consecutive months.The difference of R10 000 will be made from the Social Discount, Needs & Supplementary Consultants
Retention	<ul style="list-style-type: none">A minimum of at least 10 Qualifying Consultants must be the same in each of the 3 consecutive months
Training	<ul style="list-style-type: none">He/she must attend Manager training at Support Office (role of a Manager: Recruit, Select, Develop & Communicate, Manage & Lead)
Stock	<ul style="list-style-type: none">Prospective Manager must have a safe space to store stock
Approval	<ul style="list-style-type: none">The Distributor and Mother Manager must approve the qualification to start the Manager journey

Earn

Sales of R1 - R34 999	Discount Band 0%	Earnings of 0%
Sales of R35 000 - R39 999	Discount Band 30%	Earnings of 3%
Sales of R40 000 - R64 999	Discount Band 39%	Earnings of 12%
Sales of R65 000 +	Discount Band 42%	Earnings of 15%

Grow Manager Preparation Period

The new Manager must be in the role as a Manager for a minimum of 3 months before starting to work towards becoming a Prospective Distributor.



LEVEL 4 - PROSPECTIVE Distributor

How to become a Prospective Distributor



Qualification Criteria

Values, Behaviours and Role	<ul style="list-style-type: none">Act in line and behave in accordance with Botle Buhle Brands vision, purpose and values (BBB way)
Role	<ul style="list-style-type: none">Fulfil the role of a Manager as defined by the Role of Manager document for a minimum of 6 months from becoming a Manager
Recruits	<ul style="list-style-type: none">All qualifying Consultants must be your own recruitsThe Potential Prospective Distributor must have a minimum of 25 active Consultants for 3 consecutive months
Sales	<ul style="list-style-type: none">Personal fully paid sales of R5 000 for 3 consecutive months <p>Home Team Sales:</p> <ul style="list-style-type: none">Each of the 25 Consultants must achieve a minimum of R2 500 fully paid sales per month, total of R62 500Home Team sales must be a minimum of R100 000 fully paid for 3 consecutive months. The difference of R32 500 will be made from the Social Discount, Needs & Supplementary Consultants <p>Promoted Out Managers' Sales:</p> <ul style="list-style-type: none">The Potential Prospective Distributor needs to have promoted out a minimum of 3 ManagersEach promoted out Manager must achieve a minimum of R100 000 fully paid sales for 3 consecutive monthsThe promoted out Managers must be the same in each of the 3 consecutive months <p>Overall Team Sales:</p> <ul style="list-style-type: none">Total sales must be a minimum of R400 000, fully paid for 3 consecutive months
Retention	<ul style="list-style-type: none">A minimum of at least 10 qualifying Consultants must be the same in each of the 3 consecutive months for all 3 of the promoted out Managers as well as for the Potential Prospective Distributor
Training	<ul style="list-style-type: none">He/she must attend Prospective Distributor training at Support Office (role of a Prospective Distributor: Assist, Manage & Lead)
Stock	<ul style="list-style-type: none">Potential Prospective Distributor must have a safe space to store stock
Approval	<ul style="list-style-type: none">The Distributor and Support Office must approve the qualification to start the Prospective Distributor journey



Earn

Sales of
R400 000

Discount Band
45%

Earnings of
3%



GROW Prospective Distributor Preparation Period

The new Prospective Distributor must be in the role as a Prospective Distributor for a minimum of 3 months before starting to work towards becoming a Distributor



LEVEL 5 - Distributor

How to become a Distributor



Qualification Criteria

Values, Behaviours and Role	<ul style="list-style-type: none">Act in line and behave in accordance with Botle Buhle Brands vision, purpose and values (BBB way)
Role	<ul style="list-style-type: none">Fulfil the role of a Prospective Distributor as defined by the Role of Prospective Distributor document for a minimum of 6 months from becoming a Prospective Distributor
Recruits	<ul style="list-style-type: none">All qualifying Consultants must be your own recruitsThe Prospective Distributor must have a minimum of 25 active Consultants for 3 consecutive months
Sales	<ul style="list-style-type: none">Personal fully paid sales of R5 000 for 3 consecutive months <p>Home Team Sales:</p> <ul style="list-style-type: none">Each of the 25 Consultants must achieve a minimum of R2 500 fully paid sales per month, total of R62 500Home Team sales must be a minimum of R125 000 fully paid for 3 consecutive months. The difference of R57 500 will be made from the Social Discount, Needs & Supplementary Consultants <p>Promoted Out Managers' Sales:</p> <ul style="list-style-type: none">The Potential Prospective Distributor needs to have promoted out a minimum of 3 ManagersEach promoted out Manager must achieve a minimum of R125 000 fully paid sales for 3 consecutive monthsThe promoted out Managers must be the same in each of the 3 consecutive months <p>Overall Team Sales:</p> <ul style="list-style-type: none">Total sales must be a minimum of R500 000, fully paid for 3 consecutive months
Retention	<ul style="list-style-type: none">A minimum of at least 10 qualifying Consultants must be the same in each of the 3 consecutive months for all 3 of the promoted out Managers as well as for the Prospective Distributor
Training	<ul style="list-style-type: none">He/she must attend Distributor training at Support Office Select, Develop, Communicate, Manage & Lead)
Stock	<ul style="list-style-type: none">Potential Distributor must have a safe space to store stock
Approval	<ul style="list-style-type: none">The Distributor and Support Office must approve the qualification to start the Distributor journey

