



Your next  
journey  
awaits

# INSIGHT

into Leadership

# Move up and enjoy!

Leadership opens up a world of personal development, greater earning opportunities, rewards and recognition.

If you have a passion for helping others succeed and a desire for more, moving up to Leadership is the answer.



Lead  
Inspire



## ENJOY MANY BENEFITS EVERY STEP OF THE WAY

Personal growth and achievement

Your own business without financial risk

Mentoring and developing others

Excellent leadership training and development

Financial flexibility and independence

Recognition, rewards and incentive trips

Pride in performance

Fun, excitement and challenges

 **As a Leader you have an opportunity to educate your Customers and inspire those you lead.**

# With just a few extra responsibilities . . .

Your most valuable asset is your time, so why not earn a great income while working the hours that suit you, your goals and your lifestyle.



## WEEKLY

- Conduct and book events
- Gain sales and provide great customer service
- Share the Norwex Opportunity to Customers
- Provide coaching and support to Consultants
- Communicate and engage with your Team
- Invest time into your business by engaging with Customers

## MONTHLY

- Facilitate team events
- Start New Consultants and provide on-boarding support
- Invite Consultants to attend Insight into Leadership
- Attend a coaching session with your Leader
- Attend Norwex Connection Events
- Attend Leaders Connection Events

As a Norwex Leader, although you'll have a few extra responsibilities, you can still enjoy the flexibility of working your business around your family and other commitments.

## PERIODICALLY

- Attend local company events
- Attend Annual and Leadership Conferences
- Develop your skills by attending training workshops.

How much time you need to allocate will be based on your lifestyle, goals and aspirations.



**Flexible and Fun, from Consultant to Leader you're still in control of your diary.**



# ...and we reward you!



## PERSONAL SALES

Earn 32% on Personal Sales

As a Leader you will still continue to earn rewards and income from your Personal Sales.



## GROUP SALES

Earn 5% on Group Sales

Receive bonuses for supporting and leading your Team based on the amount of sales your Team achieves.



## TEAM BUILDING

Grow your Team and your income

As you grow your Team, you can earn Team Building rewards and have the potential to increase your group sales income.



## DEVELOPING LEADERS

Promoting Bonuses

Supporting others to move up the career path is one of the most rewarding aspects of being a Leader. Leaders receive a bonus for developing Team Members into future Leaders.



AS A LEADER THE SKY'S THE LIMIT

# Let's break it down



## MONTHLY BUSINESS BUILDER BONUS

Promoting to a Leader unlocks the exclusive **Business Builder Bonus**. This bonus rewards Leaders who grow their Team with consistent Team Building and support New Consultants by helping them to achieve their goals.

### EARN YOUR MONTHLY BUILDER BONUS BASED ON YOUR ENGAGED PERSONAL CONSULTANTS



Introduce 2 New Engaged Consultants and **earn an additional 3% Group Sales Bonus** on their sales.



Introduce 3 New Engaged Consultants and **earn an additional 6% Group Sales Bonus** on their sales.



## Sales Leader

By sharing our Mission, products, and the benefits of being a Norwex Consultant, you can grow a Team and enjoy the many rewards Leadership has to offer.

### QUALIFICATION

5 or more Engaged Personal Consultants

10 or more Engaged Consultants in your payable downline. Personal Consultants included

Personally submit \$250 or more in Subtotal A sales in the qualifying month

### YOU EARN

32% on your Personal Sales

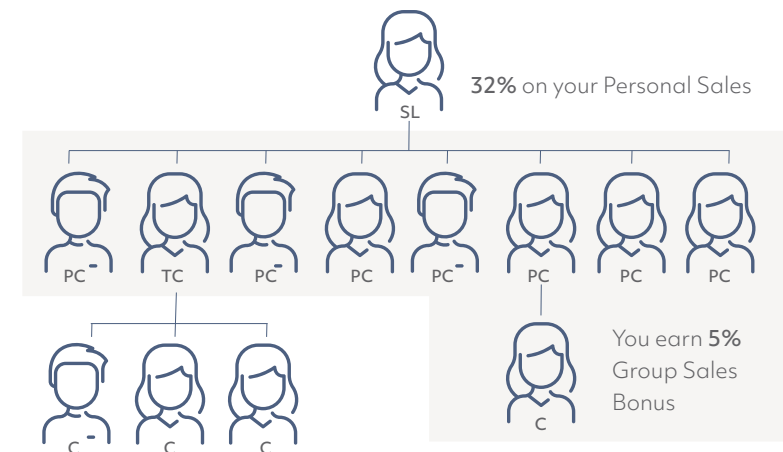
5% Bonus on Group Sales, excluding Team Coordinator Group

2% Bonus on Personal Consultants sales of Team Coordinators within your Group

1% Bonus on 1st Level sales (Breakaway)

All the benefits you receive as a Consultant

### SALES LEADER GROUP



You earn 2% TC Team Bonus

# Want more?

## THE NORWEX CAREER PATH

Our career path offers an opportunity to move from Consultant, earning income demonstrating our products - through to Senior Vice President Sales Leader, receiving the many benefits earned from managing a successful Team.

At the pinnacle of Leadership are our Senior Leader Levels. These high achievers enjoy recognition and rewards including a monthly car bonus, and unlimited earning opportunities.

**SALES  
CONSULTANT**

**TEAM  
COORDINATOR**

**SALES  
LEADER**

**EXECUTIVE SALES  
LEADER**

**SENIOR EXECUTIVE  
SALES LEADER**

**VICE PRESIDENT  
SALES LEADER**

**EXECUTIVE VICE  
PRESIDENT SALES LEADER**

**SENIOR VICE  
PRESIDENT SALES LEADER**



Our Leaders are entrusted with our Mission to share a cleaner, safer way of living by reducing harmful chemicals in everyday lives.

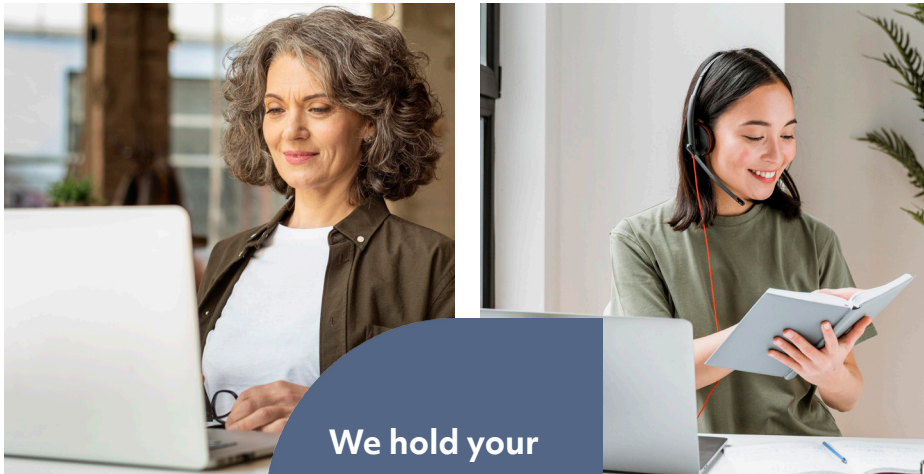


# Earn as you learn

With Norwex you don't have to 'know it all' to take the step up to Leadership, all you need is the right attitude, commitment, and a willingness to apply effort.

You will have access to Leadership training and coaching to help you to develop your skills to grow your business.

With support and guidance you can work towards achieving your new goals, gaining on the job experience and be paid in the process.



**We hold your  
hand every step  
of the way**



**WHILE YOU'RE RUNNING YOUR OWN BUSINESS  
YOU ARE NEVER ALONE; YOU WILL HAVE THE  
SUPPORT OF YOUR PEERS, LEADERS AND THE  
NORWEX HOME OFFICE TEAM**



# ...and just take the next step

## EMERGING LEADERS PROGRAM

Once you make the decision to become a Leader, you'll be invited to participate in our Emerging Leaders Program.

This program is designed to help establish business habits that will set you up for success, both personally and with your Team. **These 5 training workshops provide knowledge on the foundation skills of Leadership:**



## FIRST STEP: TEAM COORDINATOR

Team Coordinator is the first step towards building a Team and developing as a Leader. You receive a bonus on the sales achieved by your Personal Consultants and continue to receive support from your Leader.



### QUALIFICATION

- 3 or more Engaged Personal Consultants
- Personally submit \$250 or more in Subtotal A sales in the qualifying month

### BENEFITS

- 32% earnings on everything you sell
- 3% bonus on Personal Consultants
- Earn rewards and recognition

# Where to from here?

**If you're ready to start your exciting journey towards becoming a  
Norwex Leader.**

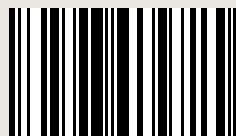
Join the Emerging Leaders Program today!



Lead. Succeed. Inspire.



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