



Welcome to our team!



Welcome to The Body Shop at Home!



The Pineapple Society, Leaders Retreat, 2021 Salt Lake City, Utah

Congratulations on taking the first step in building YOUR business by partnering with The Body Shop at Home and our incredible team, The Pineapple Society. We're so excited to work with you on your journey!

Our mission is to empower anyone with the interest or passion to earn a flexible income.

Working as an independent consultant with The Body Shop at Home is the ultimate side hustle - or a gateway to a fun, flexible and passion-aligned career.



Launch Your Business For Success

Join over 800 team members and over 9000 total US consultants who've taken the leap into entrepreneurship with The Body Shop at Home.

Starting with your first party, your sponsor and teammates are dedicated to helping you be a successful independent consultant – however you define it.

- Dedicated on-demand training portals - team & corporate
- Access to ongoing live training & webinars
- Exclusive Business Enrichment Program
- Detailed fact sheets for all products
- Monthly new product launches and training on products
- Cutting edge social media tools - The Body Shop Social
- Facebook Groups- Team, Corporate, and Graphics
- Earn international and domestic trips!

**YOU'RE
UNSTOPPABLE!
SO LET'S GET
GOING**

As an Independent Consultant with The Body Shop At Home™, you'll have your own startup, to run on your own rules, with the support of a strong community behind you.

There's plenty of support when you get started too. You start out with a Kit of products that you will use in your business, so you can share them with friends, inspire customers and get selling to help build a better world.

Earn up to \$350 of product credits

Our Business Enrichment Program (BEP) is designed to help you get off to the best possible start, where you can earn Product Credits during your first 90 days of joining that you can spend on products to enjoy and showcase in demonstrations if you wish.

- ♥ As a new Independent Consultant, you can earn Product Credits to purchase products of your choice.
- ♥ Your products will complement your Starter Kit, so you have an even bigger range to show customers.
- ♥ Use your products at demos, on social media, or simply treat yourself!



Your motivation for success

You can set achievable milestones and then get rewarded when you meet them. So, step by step, you can get your business off to a great start. The table below shows the Product Credits you can look forward to.

	Level 1	Level 2	Level 3	Level 4
The days from joining to achieve	14 days	30 days	60 days	90 days
The number of Personal Points you need to earn to be rewarded	175	750	1,500	2,250
The Product Credits you receive	20	60	80	120
How much your Product Credits are worth	\$25	\$75	\$100	\$150

Total available product credits: 280, valued at \$350
1 Product credit = \$1 USD – 20% Consultant Discount

Business Enrichment Program for New Consultants



On-Demand Training

As a The Body Shop at Home Independent Consultant you have access to team and corporate training materials, on-demand.

Corporate training is available through your HUB.

- Login at: <https://consultantbusinesshub.thebodyshop.com/en-us>
- Navigate to: TBS Learning
 - All modules are immediately available, at your convenience
 - The resources tab will take you to the Fact Sheet library where you can find all the details on each of our products and ranges
 - A live corporate training calendar is also accessible in TBS Learning
 - Please reach out directly to your sponsor with any questions as you start to navigate

Starter kit guide:

https://issuu.com/tbsah/docs/the_body_shop_at_home_usa_starter_kit_guide?fr=sZDYwMTI3MDgoNTI

Team training is available in our facebook group:

- Navigate to:
<https://www.facebook.com/groups/the.pineapple.society.northamerica>
- Then select 'Guides' from the menu bar, or directly to:
https://www.facebook.com/groups/the.pineapple.society.northamerica/earning_content?filter=2972110819712261
- Compensation plan video training:
<https://www.facebook.com/media/set?set=oa.629330358139935&type=3>

TBSLEARNING
ASPIRE TO INSPIRE



Compensation

BEAUTY CONSULTANT

TIPS TO HELP YOU SHINE!

- Bond with your customers and get to know their needs better.
- Everybody loves a good get-together with The Body Shop, so roll the invitations out. Make sure sharing products is just as fun virtually or in-person!
- Share your passion and inspire others to join you. Shine at every opportunity!
- Get energy connecting with your team on a regular basis.
- Keep moving forward and continue your learning journey. We have amazing events and training sessions to support you as you progress.

Carry on, you're doing great!



EARN UP TO
35%
SELLING
PRODUCTS*

YOU'RE REALLY INTO THE SWING OF THINGS NOW!

Beauty Consultant is the rank you arrive at when you have been active and achieved 125 Personal Points Volume in a calendar month. Well done, you can look forward to your well-deserved Personal Sales Volume Bonuses.

YOUR EARNING POSSIBILITIES

WEEKLY EARNING OPPORTUNITIES

20% Consultant Discount
/ Personal Sales Rebate

MONTHLY EARNING OPPORTUNITIES*

Personal Sales Bonus

Additional 5% to 15%
on your personal sales

MONTHLY QUALIFICATION REQUIREMENTS

- Achieve 125 Personal Points Volume in one calendar month

* Full details on earning opportunity please see pages 26 and 27.

Leadership compensation is available from Star Beauty Consultant to Triple Diamond President. Interested in learning more and possibly building a team? Reach out to your upline leader for more details!

First compensation plan booklet:

https://issuu.com/tbsah/docs/tbsah_compensation_plan_con_to_drgl?fr=sOWMzNzI3MDgoNTI



Promote To Beauty Consultant

THE BODY SHOP AT HOME™

LET'S GET YOU TO PROMOTE TO...

BEAUTY CONSULTANT

MONTHLY QUALIFICATION REQUIREMENT

125

PERSONAL POINTS VOLUME



LET'S PLAN

WHAT

do I need to do?

HOW

will I do it?

What is my average order?

WHEN

will I know I've achieved it?



How many Events have I got booked in?

GOAL SETTING

You've got this!

But don't forget if you need support then reach out to your upline, delve into the GROW & Activity Log and check out our 90 Day Success Planner – which can be found on the Business Hub.

MY GOALS ARE...



FOR FULL INFORMATION CHECK OUT THE COMPENSATION PLAN
PLUS USE OUR AIMING HIGH GUIDE FOR GOAL SETTING TOP TIPS

How many hours are you willing to dedicated to your business per week?



Growth Strategies

- Book Virtual Hosts
- YouTube Tutorials
- YouTube Opportunity Videos
- Grow your Network
- Recruit at Events
- In-Person Parties
- In-Person Events
- Talk about the business
- If all else fails, work on mindset and restart list

CONNECT. GROW. MOTIVATE. REPEAT.

Being a Consultant is the first step on an exciting fun-filled journey. It starts with you connecting and sharing your love for our beautiful The Body Shop products. The more you share, the more likely it will be that others will want to join you. Your business will grow as your teams look to you for motivation. All the while, we'll be with you. We'll help you to develop the skills to nail each level of success and move on to the next. Together we will go far.



RECOMMENDING PRODUCTS

As a Consultant, your main focus is to create the habit of regularly using and selling the products both online and in person and sharing The Body Shop opportunity. Creating a strong digital presence and having great connections with customers at events will support your path to success.



TEAM BUILDING

As a Leader, your main focus is to expand upon the business-building behaviors you have already established. This means you should continue to sell products with a large group of people and actively invite new Beauty Consultants to join your team.



MENTORING A TEAM

As a Business Leader, your main focus is to continue modelling the best practices that brought you to this level of success. Here your primary task is to develop Leaders within your team through mentorship. This ensures the long-term viability of your business.

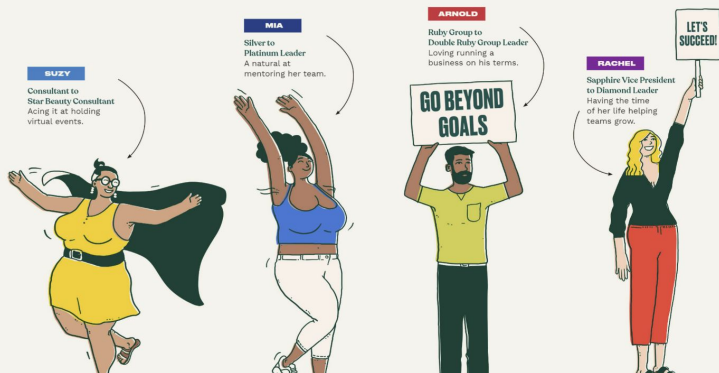
TAP INTO THE PLAN

Let's work out how it works for you

Once you get going as a Consultant (FYI, this is the entry level), you'll soon realize the many opportunities available to scale up the ranks, build on your income and grow your business.

All in all, there are fourteen ranks, each with their own bonus payments, rewards, and income opportunities. We get it that you might need some hand holding at the start, but that's the beauty with being part of our collective. We'll be right beside you every step of the way, from your first baby steps to making giant leaps forward.

Meet your team:
You're going to be seeing a lot of them
as they guide you through the ranks.



The First Levels of our Compensation Plan



Let's do inspiring stuff and change things

We build our business on the trailblazing and much-loved-by-the-world products from The Body Shop.

Our story is best told person to person. Each one of us is an entrepreneur, fueled by the desire to do business on our terms. This is our opportunity to be better versions of the ones we are, live our lives as best we can and do good for the world. Together, we are a movement: a collective of changemakers. Original, disruptive, bold. Now, let's start changing things.

DISCOUNT AND BONUS SUMMARY

Discover the full earning opportunity for each rank from Consultant to Double Ruby Group Leader.

RANK	CONSULTANT	BEAUTY CONSULTANT	STAR BEAUTY CONSULTANT	SILVER LEADER	GOLD LEADER	PLATINUM LEADER	RUBY GROUP LEADER	DOUBLE RUBY GROUP LEADER
SHORT REFERENCE RANK	C	BC	SBC	SL	GL	PL	RGL	DRGL
CONSULTANT DISCOUNT (Discounted applied at time of purchase when Consultant places orders in the Business Hub)	20%	20%	20%	20%	20%	20%	20%	20%
PERSONAL WEBSITE REBATE (Rebate paid weekly for all Customer Orders placed on the Consultant's Personal Website or Business Hub)	20%	20%	20%	20%	20%	20%	20%	20%
PERSONAL SALES BONUS 1 125-749 PPV	-	5%	5%	5%	5%	5%	5%	5%
PERSONAL SALES BONUS 2 750-1,499 PPV	-	3%	3%	3%	3%	3%	3%	3%
PERSONAL SALES BONUS 3 1,500-2,299 PPV	-	1%	1%	1%	1%	1%	1%	1%
PERSONAL SALES BONUS 4 2,300-3,499 PPV	-	1%	1%	1%	1%	1%	1%	1%
PERSONAL SALES BONUS 5 3,500+ PPV	-	5%	5%	5%	5%	5%	5%	5%
CENTRAL TEAM BONUS	-	-	3%	6%	6%	6%	6%	6%
GENERATION 1 BONUS	-	-	-	6%	6%	6%	6%	6%
GENERATION 2 BONUS	-	-	-	-	-	3%	3%	3%
GENERATION 3 BONUS	-	-	-	-	-	-	2%	2%
GENERATION 4 BONUS	-	-	-	-	-	-	-	1%
LEADERSHIP ADVANCEMENT BONUS (LAB)	-	-	-	\$150	\$200	\$300	\$600	\$1,750
ACCELERATED LEADERSHIP ADVANCEMENT BONUS (ALAB)	-	-	-	\$250	\$350	\$900	\$3,500	\$5,000

Compensation plan video training:

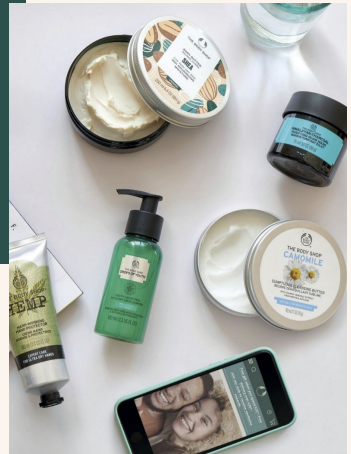
<https://www.facebook.com/media/set?set=oa.629330358139935&type=3>



Target Your Goals!

**GO BEYOND
GOALS
SET THEM
CRUSH THEM
BUILD ON THEM**

- ✓ **Go for more fun**
Celebrate our collective, travel the world, meet new friends, be part of events and conferences.
- ✓ **Go for more rewards**
Earn from selling, take advantage of product rewards as well as product offers and gifts.
- ✓ **Go for more earnings**
Real earning potential comes with every product you sell, mentoring a team and cash bonuses for promoting to new levels of success.
- ✓ **Go for more personal growth**
Build and lead teams and flourish through leadership training and knowledge courses.



MONTHLY BUSINESS GOALS

MONTH:	NEW CUSTOMERS:
CURRENT RANK:	VOLUME:
GOAL RANK:	
COMMISSIONS:	
NEW REPS:	
ACTION STEPS	TO-DO
NEW IDEAS	PROMOTIONS & GIVEAWAYS

The Pineapple Society
business planner:
<https://www.facebook.com/groups/the.pineapple.society.northamerica/permalink/1223934141366358>

Set your goals, chart your course, dream your wildest dreams!



A Welcome Video Message



[Click here to open the WELCOME VIDEO in Youtube!](#)

We're the social selling channel of The Body Shop. We offer everyone the opportunity to build their own business, on their own terms (whatever makes you feel most at home).

As a collective of Consultants, we stand for a whole lot of empowerment, fun and flexibility. Our mission? To provide you with the opportunity to earn money by selling seriously ethical beauty products. It's because we believe that together, we can inspire positive change: for ourselves, our community, and the planet.





"Sharing amazing products, spreading the word about the amazing company and core values and meeting new people all while making money. And I love working with so many passionate people..."

Silver Leader, NE, USA

