

Achieving your 10% Bonus Level

£780+ orders (650bp) in a 4 week period

Plan:

- Plan the 4 weeks carefully
- Deliver & collect 800* catalogue packs (200* per week)
- Don't leave it all until the last week
- Make sure you get all the 'pick-ups' done in time
- Make time for collecting 'stragglers'

Monitor:

- Keep a tally of *actual* number of catalogues delivered on each drop
- Do enough to cover 'out of stocks' and low 'pick-ups'
- Don't process returns unless you know you can cover the loss of points

Be Professional:

- Place orders at regular intervals
- Process all payments in time for placing next order and to avoid late payment charges

Achieve:

- | | | | |
|--------------------|-----------|------|--------------|
| • £780 in orders | earns you | £210 | total income |
| • £1,000 in orders | earns you | £269 | total income |

*this number is based on national average 'blanket dropping' statistics and can be significantly reduced to as little as 200 in total (50/wk) by personally presenting your catalogues.