RICH REWARDS
for new Independent Wine Consultants

EARN OVER $1,200
IN REWARDS & COMMISSIONS!

Follow the training in this Workbook, along with your Leader's advice and these Rich Rewards will be yours for getting your WineShop At Home business off to a great start in your first 100 days!
RICH REWARDS

Start now by earning your first Reward in your first 7 days with LAUNCH + 3

FIRST 7 DAYS: LAUNCH + 3

I WILL EARN $25 IN WINESHOP BUCKS* WHEN I -

Book my Business Launch Wine Tasting** (within 2 weeks) and 3 or more Tastings** (to be held within 45 days) by __________________________ (Day 7).

Booking #1 Host _____________________________________________

Booking #2 Host _____________________________________________

Booking #3 Host _____________________________________________

Booking #4 Host _____________________________________________

No later than the 7th day from your start date, enter your Business Launch Wine Tasting plus your additional three Tastings in your Wine Cellar. Go to the “Tastings” section under the “Business” tab and click “Add New Event.” When you are ready to redeem your $25 WineShop Bucks Reward, fill out the Launch + 3 Redemption Form. This form is found in the “Rich Rewards” section under the “Rewards” tab.

*A maximum of two of the four Wine Tastings can be self-Hosted by you. Self-Hosted Tastings are not permissible in TX and OH. All four Tastings must be secured with a credit card and booked in your Wine Cellar. Tastings must be confirmed by IWCCare for reward eligibility.

FIRST 45 DAYS:

RICH REWARDS STEP 1

I WILL EARN UP TO $150 IN WINE (HALF-CASE PRESIDENT’S SELECT WINE) WHEN I -

Book, hold and close at least 4 Wine Tastings** (including my business launch) with total sales of $1,000 in personal volume or more by __________________________ (Day 45).
FIRST 45 DAYS:
RICH REWARDS STEP 1 PLUS

I WILL EARN UP TO $150 MORE IN WINE (HALF-CASE PRESIDENT’S SELECT WINE) WHEN I –

Achieve Rich Rewards Step 1, plus sponsor one or more new, first-time Independent Wine Consultants (IWCs).

Name of New IWC: __________________________

FIRST 75 DAYS:
RICH REWARDS STEP 2

I WILL EARN THE $125 SET OF 4 EACH OF ARTISAN 5 STAR ITALIAN CRYSTAL “UNIVERSAL” AND “BISTRO” STEMS (+ MY SPONSOR RECEIVES A HALF-CASE OF PRESIDENT’S SELECT WINE) WHEN I –

Book, hold and close a total of 7 or more Wine Tastings** with total sales of $2,000 or more in personal volume and personally sponsor one or more new, first-time IWCs, all within my first 75 days, which ends on ____________________ (Day 75).

FIRST 100 DAYS:
RICH REWARDS STEP 3

I WILL EARN THE $180 ARTISAN 5 STAR ITALIAN CRYSTAL “NOUVEAU” DECANTER AND SET OF 4 “MASTER” STEMS WHEN I –

Qualify for my first month as Team Leader (TL) by the month of ____________________ (Day 100).

(Example: if I joined on March 25th, July 3rd would be my 100th day. The month of July would be my first full month of TL qualifications.)
YOUR CALENDAR OF RICH REWARDS

FILL OUT YOUR FOUR MONTH RICH REWARDS CALENDAR:

Write the name of the month you started and subsequent months in the blanks, and fill in the dates. Now circle these dates: your start date; 7 days from your start date (for Launch + 3); 45 days (for Rich Rewards Step 1 and Step 1 Plus); 75 days (for Rich Rewards Step 2); and 100 days (for Rich Rewards Step 3 – meeting your first month of Team Leader Qualifications).

month 1:  

month 2:  

month 3:  

month 4:  

NEXT, LOOK AT YOUR CALENDAR & CIRCLE ALL THE OPEN DATES YOU HAVE TO DO A WINE TASTING.

PUT YOUR CONTACT LIST TOGETHER TO BOOK YOUR FIRST WINE TASTINGS:

FORTY HOSTS/PROSPECTS IN FOUR MINUTES

Use these categories – and add more – to contact people you know to help you build your business.

✓ Relatives & Close Friends  
✓ Acquaintances  
✓ Neighbors  
✓ Co-Workers  
✓ People Who Love Wine  
✓ People Who Like to Shop  
✓ Friends of Spouse or Significant Other  
✓ People Who Give a Lot of Gifts  
✓ Spouse or Significant Other of Co-Workers  
✓ People Who Like to Throw Parties or Social Events

A SCRIPT TO HELP YOU BOOK YOUR FIRST TASTINGS

“Hi, this is (insert your name), do you have a quick minute? I want to share some news with you, because I am so excited! I just started a business with WineShop At Home – have you ever heard of them? We are a licensed, bonded Napa Valley Winery that creates exclusive, limited-production, high quality artisan wines. We bring the unique experience of a Napa Valley tasting room right to your home – it’s a lot of fun!

As part of my training, I need to hold at least 4 Tastings between ____ (date) to ____ (date). I thought of you because I know you love wine and I’m hoping I can count on you to host a Wine Tasting within this timeframe. Here’s how it works: when you Host, we send you 5 bottles of our exclusive wines, plus a 6th one as a thank you to you. These wines have a retail value of approximately $140 – but you get them at a huge discount – $29.95 plus tax and shipping. Our Hosts also have the option to make some very special, highly discounted Host-only purchases. Can you help me out and Host on one of these dates?”

COMMISSIONS ARE CALCULATED ON THE MINIMUM $3,000 IN PERSONAL SALES REQUIRED TO ACHIEVE RICH REWARDS STEPS 1, 1 PLUS, 2 AND 3, PAID AT 20% BASE COMMISSION, NOT INCLUDING ANY POSSIBLE BONUS PAYMENTS.

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