



PRES LES



MY PRES LES BUSINESS GUIDE

2022 - 2023



WHAT IS MY WHY?

Why did you join Pres Les?

- By understanding your short or long-term vision, you are able to focus daily.
- Begin your journey with Pres Les by writing down the short term goal and long term vision that you want to achieve with Pres Les.

SHORT TERM NEED / GOAL

LONG TERM VISION

"When you know your WHY, you'll know your WAY!"

- Michael Hyatt -

Sharing your WHY, and your goals with your Branch Manager can help you and your Branch Manager build a plan together, which will help you to achieve your goals.

Ask your Branch Manager to help you achieve your goals by setting monthly targets.

MONTH	SALES	RECRUITS
July		
August		
September		
October		
November		
December		
January		
February		
March		
April		
May		
June		

*“Winners must have two things: Definite goals
and a burning desire to achieve them”*

- Brad Burden -

Your own details	<input type="text" value="Name"/>
	<input type="text" value="Sales Consultant No."/> <input type="text" value="Branch No."/>

Contact details of your Recruiter	<input type="text" value="Name"/>
	<input type="text" value="Tel. No. (Home)"/>
	<input type="text" value="Cellphone"/>

Contact details of your Branch Manager	<input type="text" value="Name"/>
	<input type="text" value="Tel. No. (Home)"/>
	<input type="text" value="Cellphone"/>

Contact details of your Executive Area Manager	<input type="text" value="Name"/>
	<input type="text" value="Tel. No. (Home)"/>
	<input type="text" value="Cellphone"/>

<input type="text" value="E-mail Address"/>

PRES LES HEAD OFFICE

For all Customer account / payment related queries

Customer Accounts E-mail: info@presles.co.za

For all Customer order / delivery related queries

Customer Care E-mail: customer.care@presles.co.za

For all Commission related queries

Commissions E-mail: commission@presles.co.za

Postal address:

Pres Les, Private Bag X4, GLOSDERRY

Physical address:

3 Wilge Rd, Claremont, Cape Town, 7708

Tel: 0860 773 753 (share call)

International Tel: +27 21 672 3100

WhatsApp: +27 63 650 4393

Facebook: www.facebook.com/preslesdirect

Pres Les website: www.presles.co.za

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PRES LES SETS ITSELF APART THROUGH



QUALITY GUARANTEED



TIMELESS DESIGNS



LATEST TECHNOLOGY



PROUDLY SOUTH AFRICAN



EXCLUSIVE COLLECTIONS



ELEGANCE AND LUXURY

Pres Les products are exclusively sold through authorised Pres Les Sales Consultants.
Pres Les supports over 12 000 Sales Consultants across Southern Africa.

WELCOME TO PRES LES

HISTORY

Pres Les is Southern Africa's premier Direct Selling Company, and has been bringing beautiful, exclusive and quality guaranteed products to homes for over 50 years.

- Pres Les was founded in Cape Town in 1971 and our quality products are enjoyed in over one million homes throughout Southern Africa.
- Pres Les is a founding member of the Direct Selling Association of South Africa (DSA).
- The company has been built on the ethos of trust, caring and "building the nation through income creation" – the motto of the DSA.

VISION - ENRICHING PEOPLE'S LIVES

- Pres Les offers our Sales Consultants the opportunity to travel, both locally and internationally.
- Sales Consultants have the flexibility to work where and when they want to.
- Pres Les offers unlimited income potential.



*We wish you great success and rich rewards as you start
your exciting journey with Pres Les!*

- Pres Les sells exclusive, quality products and offers exceptional service to our Sales Consultants and Customers.
- Pres Les offers luxury bedroom co-ordinates, fine dining, and cookware products for the kitchen, which represent the highest international standard in quality, style and technology.
- 85% of Pres Les products are locally manufactured at our state-of-the-art factory in Atlantis.

YOU NOW HAVE YOUR OWN BUSINESS WITH SOUTHERN AFRICA'S PREMIER DIRECT SELLING COMPANY

HOW DOES PRES LES HELP YOU SUCCEED?



PEOPLE

Pres Les provides experienced Branch Managers to **train and assist** you to set and reach your goals. Our Head Office is also equipped with skilled Customer and Consultant Care Departments to assist both you and your Customers.



DIGITAL COMMUNICATION

Pres Les **offers multiple forms of digital communication** via the Pres Les App, e-mail, SMS, Facebook and WhatsApp platforms. Your new Recruit can opt into their chosen channel(s) of communication when they register through the Pres Les App and can amend their communication channels by contacting Customer Care.



PRODUCT

The **Pres Les Dream Book** offers an extensive range of exclusive and quality guaranteed products to sell. Product ranges are updated at least twice a year. Each product is hand crafted for you in our local factory, and is therefore delivered 4-6 weeks after the order is accepted.



EASE OF SALE

You are not required to buy or hold stock, or deliver orders to your Customers. **You place the order, and Pres Les delivers the product.**



INCENTIVES

Pres Les offers you a variety of **promotions and incentives** to motivate your success, including a Consultant Status Programme, Premier Conference, Black-Tie Premier Awards Gala and Top Achievers Overseas Conference.



Congratulations on starting your own Business with Pres Les.

We wish you great success and rich rewards as you start your exciting journey with Pres Les! The only requirements are the desire to improve your circumstances, the commitment and determination to achieve your goals, and the passion to make your dreams come true. Pres Les gives you the opportunity to improve your lifestyle. The more you work, the more you earn!

With Pres Les, you have the opportunity to:

- 1** *Be your own boss*
- 2** *Supplement your earnings with **unlimited income potential***
- 3** *Work **wherever and whenever** you want, online or in-person*
- 4** *Upgrade your lifestyle and **achieve your financial goals***



Start your journey with Pres Les today!

*"Learn to sell.
Learn to build.
If you can do both,
you will be unstoppable."*

- Naval Ravikant -



EARNING WITH
PRES LES

HOW DO I EARN?

AS A SALES CONSULTANT, YOU HAVE 2 OPPORTUNITIES TO EARN EACH MONTH:



PERSONAL SALES
COMMISSION



RECRUITING
COMMISSION

EARN MORE BY SELLING AND RECRUITING
MORE!

1

PERSONAL SALES COMMISSION

- Pres Les offers three convenient ways your Customer can buy, depending on your Customer's unique payment preferences. *(See the "Types of Orders" section).*
- Your Personal Sales Commission on each order depends on which order type your Customer selects.
- Your Personal Sales Commission is a percentage of the Nett Product Value of each order type as indicated below.



CASH ORDERS

22%

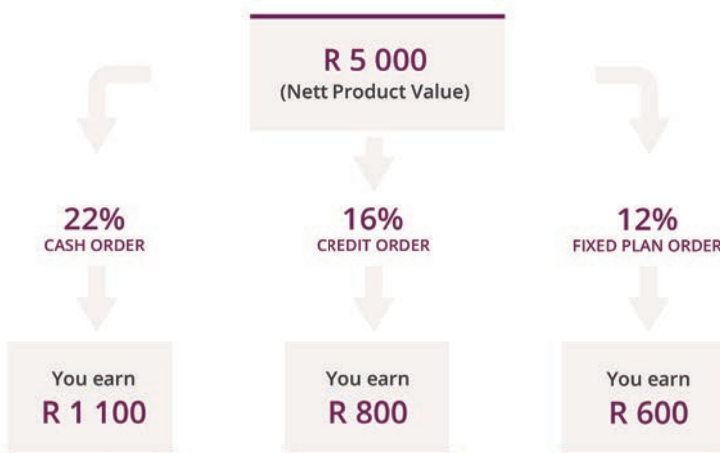
CREDIT ORDERS

16%

FIXED PLAN ORDERS

12%

THE NETT PRODUCT VALUE OF AN ORDER IS THE TOTAL ORDER VALUE AFTER ANY APPLICABLE DISCOUNT, AND EXCLUDING VAT AND DELIVERY FEES.



2 RECRUITING COMMISSION

RECRUIT TO EARN

Recruiting is the key to long-term success in your Pres Les Business.

The more your Team sells - The more you will earn monthly!

- You earn Recruiting Commission on levels.
- As your Team's sales grow, so does your earnings!



How to earn more MONEY (COMMISSION) from your personal Recruits?

If you, as the Recruiter, sell more than 1 point (**R 7 200**) over 3 months period, you will earn between 5% to 10% commission from the sales of your personal Recruits.

Level	PERSONAL ACTIVITY	TEAM POINTS	COMMISSION
1	LESS than 1 Point	0 - 50+	3%
2	MORE than 1 Point	0 - 10	5%
3		10 - 20	6%
4		20 - 30	7%
5		30 - 40	8%
6		40 - 50	9%
7		50+	10%

HOW DOES RECRUITING COMMISSION WORK?

PERSONAL ACTIVITY



Because your personal sales are less than 1 point over the last 3 months, *you only earn on LEVEL 1.*

RECRUITMENT ACTIVITY - EXAMPLE 1

If your personal Recruits achieve **16 POINTS** in September

LEVEL 1	16 points (16 x R 7 200) = R 115 200 x 3% =	R 3 456
TOTAL RECRUITING COMMISSION FOR SEPTEMBER		R 3 456

RECRUITMENT ACTIVITY - EXAMPLE 2

If your personal Recruits achieve **33 POINTS** in September

LEVEL 1	33 points (33 x R 7 200) = R 237 600 x 3% =	R 7 128
TOTAL RECRUITING COMMISSION FOR SEPTEMBER		R 7 128

For recruiting commission, all order types counts 100%.
i.e. 1 point of sales = 1 point for recruiting commission

PERSONAL ACTIVITY



Because your personal sales are at least 1 point over the last 3 months,
you earn from LEVEL 2 and above.

RECRUITMENT ACTIVITY - EXAMPLE 1

If your personal Recruits achieve **16 POINTS** in September

LEVEL 2	10 points (10 x R 7 200) = R 72 000 x 5% =	R 3 600
LEVEL 3	6 points (6 x R 7 200) = R 43 200 x 6% =	R 2 595
TOTAL RECRUITING COMMISSION FOR SEPTEMBER		R 6 192

RECRUITMENT ACTIVITY - EXAMPLE 2

If your personal Recruits achieve **33 POINTS** in September

LEVEL 2	10 points (10 x R 7 200) = R 72 000 x 5% =	R 3 600
LEVEL 3	10 points (10 x R 7 200) = R 72 000 x 6% =	R 4 320
LEVEL 4	10 points (10 x R 7 200) = R 72 000 x 7% =	R 5 040
LEVEL 5	3 points (3 x R 7 200) = R 21 600 x 8% =	R 1 728
TOTAL RECRUITING COMMISSION FOR SEPTEMBER		R 14 688

HINT: By making sure you have at least 1 point of accepted sales in the last 3 months, you maximise your earning potential on recruiting commission.

PRES LES OFFERS DIFFERENT ORDER TYPES TO SUIT YOUR CUSTOMER'S NEEDS

Is Credit the right choice for your Customer?

- With the Credit Order type, NO DEPOSIT is required and your Customer only starts paying once they have received their products.
- Your Customer can choose to pay over 6, 18 or 24 months, depending on their preference.
- The Credit Order type allows an affordable and easy monthly installment while enjoying our exquisite products for years to come.
- If your Customer pays the full balance within 3 months, the order is interest free.

Is Cash the right choice for your Customer?

- With a Cash or Credit Card Order, your Customer receives an additional 2.5% discount on the total value of their order if they pay the full purchase price upfront.

Is Fixed Plan the right choice for your Customer?

- Fixed Plan Orders are for Customers who are not able to qualify for credit and not able to pay the full cash price upfront.
- The Fixed Plan Order type allows your Customer to pay a 25% deposit, and the balance of the purchase price over the next 3 months.



TYPES OF ORDERS

CREDIT ORDER

Pay for your order over 6, 18 or 24 months

IMPORTANT INFORMATION	
Deposit	No deposit required for Credit orders.
Minimum Order Value	R 500
Maximum Order Value	R 15 000
Payment Terms	6, 18 or 24 months Mandatory Debit Order required for South African bank account holders.
Delivery	Allow 4 - 6 weeks from order acceptance. Delivery via Courier or Post Office within South Africa.
Order Cancellation	Up to 20% is retained for costs incurred if a deposit is paid. The balance is refunded to the Customer.

Order Types

Credit Cash Fund Plan

*Pres Les Customers can purchase Pres Les products on credit to a maximum total of R15000 before interest.

Instalment credit: 6 18 24

Sub Total - Gross Product Value (Excl. VAT): R 4,200.00

VAT - Value Added Tax: R 630.00

Delivery Fee:

Total Order Value Incl. VAT and Delivery Fee: R 5,050.00

Deposit (Optional): [Click to Minimum](#)

* Total Before Interest: R 5,050.00

Interest @ 21.75%: R 1,222.64

Balance of Purchase Price to be Paid: R 6,272.64

R 672.00 RECEIVED

Received on the 11th or 12th of the month, depending on your bank

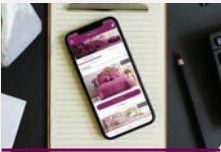
16% COMMISSION

On the Nett Product Value of R 4 200

FOR VISUAL PURPOSES ONLY

- For Credit Orders, your Customer is required to provide a copy of their ID as well as their latest payslip or bank statement for the credit application.
- Due to government regulation, Pres Les is now required to obtain Customer consent for all Debit Orders.
- Head Office will contact Debit Order Customers to obtain their consent.
- Credit orders will not be held/pending for this reason.
- Customers will be contacted either during or after order acceptance.

EASY WAYS TO SUBMIT YOUR DOCUMENTS FOR CREDIT ORDERS



The Sales Consultant can directly upload on the [Pres Les App](#).



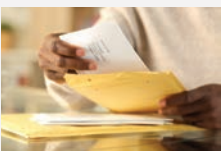
The Sales Consultant can send an SMS to the Customer to upload documents via the [Customer link](#).



The Customer may also e-mail their supporting documentation directly to Pres Les. The Customer or Sales Consultant must include the order number in their e-mail. The e-mail address used for Credit Order documentation is info@presles.co.za.



The Sales Consultant or Customer may also send documentation via WhatsApp on [063 650 4393](tel:0636504393) by following the prompts.



Branch Managers can courier all supporting documentation with month-end orders.

CASH / CREDIT CARD ORDER

Full payment made at time of placing order

IMPORTANT INFORMATION

Deposit	Full payment of total order value including VAT and delivery fee.
Minimum Order Value	R 500
Maximum Order Value	No Maximum
Payment Terms	Payment can be made in cash, credit card, EFT (Electronic Funds Transfer) or a combination of these.
Discount	2.5% of the gross product value
Delivery	<ul style="list-style-type: none">• Allow 4 - 6 weeks from order acceptance.• Delivery via Courier or Post Office within South Africa.
Order Cancellation	25% is retained for costs incurred. The balance is refunded to the Customer.

The illustration shows two smartphones. The left phone displays an 'Order Types' screen with a table of order details. The right phone displays a 'R 900.90 RECEIVED' confirmation screen with a checkmark icon. In the center, several South African banknotes (R200 and R100) are shown floating and overlapping the phones.

Credit	Cash	Food Plans
Sub Total - Gross Product Value (Excl. VAT): R 4,200.00		
Discount (2.5%):		
Sub Total - Nett Product Value (Excl. VAT): R 3,990.00		
VAT - Value Added Tax: R 598.50		
Delivery Fee: R 220.00		
CASH TO BE PAID (INCL. VAT): R 4,808.50		

R 900.90 RECEIVED

Received on the 11th or 12th of the month, depending on your bank

22% COMMISSION

On the Nett Product Value of R 4 095

FOR VISUAL PURPOSES ONLY

FIXED PLAN ORDER

Offers payment flexibility with a deposit PLUS 3 months to pay

IMPORTANT INFORMATION	
Deposit	Minimum 25% of total order value including VAT and delivery fee.
Minimum Order Value	R 500
Maximum Order Value	R 20 000
Payment Terms	<ul style="list-style-type: none"> The balance is paid over 3 months once the order has been accepted. A debit order payment option is available. Fixed Plan payments will be managed by Head Office .
Delivery	<ul style="list-style-type: none"> Allow 2 - 4 weeks once the order is fully paid. Delivery via Post Office or Courier within South Africa.
Order Cancellation	25% is retained for costs incurred. The balance is refunded to the Customer.

12% COMMISSION
On the Nett Product Value of R 4 200

R 504.00 RECEIVED
Received on the 11th or 12th of the month, depending on your bank

FOR VISUAL PURPOSES ONLY



RECOVERY OF COMMISSION

WHAT HAPPENS IF AN ORDER IS CANCELLED AFTER COMMISSION IS EARNED?

- As a Sales Consultant of Pres Les, you and your personal Recruits earn commission on completed sales to your Customers.
- Pres Les pays your commission in advance once an order is ACCEPTED and before the products have been delivered to your Customer.
- If however your Customer CANCELS their order after commission has been paid, no sale has taken place and Pres Les will reverse the commission paid in advance to you on the cancelled order.
- This is called: RECOVERY of commission.

EXAMPLE	
MONTH 1: Order XY0001 earned commission	R 1 000
Order XZ0042 earned commission	R 2 000
TOTAL COMMISSION EARNED	R 3 000
MONTH 2: NO ORDERS	
MONTH 3: Order XF0084 commission earned	R 1 000
BUT	
Order XZ0042 was cancelled	- R 2 000
TOTAL COMMISSION EARNED	R 0

- Pres Les will only recover up to the amount earned. i.e. R 1 000.
- Balance due to Pres Les is ZERO.
- This means Pres Les will never recover more than the commission you earned during the month when the cancellation took place.

SALES CONSULTANTS WILL NEVER OWE PRES LES MONEY!



NOTE:

- To provide product guarantees, Pres Les requires your Customer's ID for all order types.
- Providing your Customer's e-mail address allows Pres Les to offer superior Customer communication.
- Post Office OR courier delivery is available for all order types within South Africa.



*"Keep your eyes on the prize,
not the obstacles."*

- Steve Blank -



PRES LES
INCENTIVES

CONSULTANT STATUS

What is Consultant Status?

- This Programme recognises and rewards the total Team Sales earned by an active Sales Consultant and their personal Recruits EVERY 6 months!
- The higher the Status level, the bigger the bonus and other rewards!



BECOMING A STATUS CONSULTANT IS THE FIRST STEP TO ACHIEVING YOUR GOALS

SILVER STATUS OR 30 PERSONAL POINTS AUTOMATICALLY QUALIFIES YOU FOR:

Premier Conference Invitation

(July to January)



Black-Tie Premier Awards Gala Invitation

(December to June)



CONSULTANT STATUS PROGRAMME CRITERIA:

- * Points refer to Nett personal points plus the Nett sales of personal Recruits (Nett i.e. Accepted orders less cancelled orders).
- * Point value = R 7 200.
- * Accepted orders (Cash, Credit and Fixed Plan) count 100%.
- * Held/Pending orders do not count.
- * Status reviewed twice a year: July to January and December to June (December and January count twice).

Status	Team Points	Status Reward
 Double Diamond	250+ Points	<p>R 30 000 Cash Bonus Plus a Status Badge</p> <p>A weekend away for 2 in South Africa</p> <p>Invite to attend the Premier Conference as a VVIP Delegate OR</p> <p>Invite to attend the Black-Tie Premier Awards Gala as a VVIP Delegate</p> <p>Earn 80 Bonus Points towards Top Achievers</p>
 Diamond	200 - 250 Points	<p>R 20 000 Cash Bonus Plus a Status Badge</p> <p>Invite to attend the Premier Conference as a VVIP Delegate OR</p> <p>Invite to attend the Black-Tie Premier Awards Gala as a VVIP Delegate</p> <p>Earn 60 Bonus Points towards Top Achievers</p>
 Ruby	160 - 200 Points	<p>R 12 000 Cash Bonus Plus a Status Badge</p> <p>Invite to attend the Premier Conference as a VIP Delegate OR</p> <p>Invite to attend the Black-Tie Premier Awards Gala as a VIP Delegate</p> <p>Earn 50 Bonus Points towards Top Achievers</p>
 Platinum	120 - 160 Points	<p>R 8 000 Cash Bonus Plus a Status Badge</p> <p>Invite to attend the Premier Conference as a VIP Delegate OR</p> <p>Invite to attend the Black-Tie Premier Awards Gala as a VIP Delegate</p> <p>Earn 30 Bonus Points towards Top Achievers</p>
 Gold	80 - 120 Points	<p>R 5 000 Cash Bonus Plus a Status Badge</p> <p>Invite to attend the Premier Conference OR</p> <p>Invite to attend the Black-Tie Premier Awards Gala</p> <p>Earn 20 Bonus Points towards Top Achievers</p>
 Silver	50 - 80 Points	<p>R 3 000 Cash Bonus Plus a Status Badge</p> <p>Invite to attend the Premier Conference OR</p> <p>Invite to attend the Black-Tie Premier Awards Gala</p> <p>Earn 10 Bonus Points towards Top Achievers</p>
 Bronze	30 - 50 Points	<p>R 2 000 Cash Bonus Plus a Status Badge</p>
 Pearl	20 - 30 Points	<p>R 1 000 Cash Bonus Plus a Status Badge</p>

PREMIER CONFERENCE

What is the Premier Conference?

- The Pres Les Premier Conference is a **prestigious annual event** held at an exclusive destination within South Africa.
- The Premier Conference is an amazing experience, where we celebrate your business success and **treat you to the luxury you deserve.**
- Meet like-minded Sales Consultants from all over the country.
- Share business tips, collaborate and strategise to grow your business.

How can I qualify to attend the Premier Conference?

- Ask your Branch Manager to assist you with setting up monthly targets.
- Work towards achieving this goal through your personal sales and your personal Recruits' sales.

REMEMBER:

By achieving Premier Conference, you are almost halfway to qualifying for Top Achievers, and you will be awarded bonus points that count towards your Top Achievers goal.

QUALIFYING FOR THE PREMIER CONFERENCE AWARDS IS EASIER THAN YOU THINK

ACHIEVE SILVER STATUS or 30 PERSONAL POINTS

(July to January)





ALL EXPENSES ARE PAID FOR BY PRES LES



BLACK-TIE PREMIER AWARDS GALA

What is the Black-Tie Premier Awards Gala?

- For One Night Only, Pres Les will host a Black-Tie Premier Awards Gala event.
- Should you qualify, you will be invited to take your place on the red carpet with the rest of the Pres Les Elite.

How can I qualify to attend the Black-Tie Premier Awards Gala?

- Ask your Branch Manager to assist you with setting up monthly targets.
- Work towards achieving this goal through your personal sales and your personal Recruits' sales.

REMEMBER:

By focusing on qualifying for the Black-Tie Premier Awards Gala, you are automatically moving closer to achieving your Top Achievers dream

QUALIFYING FOR THE BLACK-TIE PREMIER AWARDS GALA IS EASIER THAN YOU THINK

ACHIEVE SILVER STATUS or 30 PERSONAL POINTS

(December to June)





ALL EXPENSES ARE PAID FOR BY PRES LES



INVITATION

TOP ACHIEVERS

What is Top Achievers?

- An **overseas** Sales Conference held annually in an exotic overseas location.
- This is a wonderful opportunity to **see the world**, with all expenses paid by Pres Les.
- Anticipated Departure from Johannesburg, September 2023.



REMEMBER:

Top Achievers is the ultimate achievement, earned by those Sales Consultants that work consistently throughout the year.

QUALIFYING FOR TOP ACHIEVERS IS EASIER THAN YOU THINK

ACHIEVE GOLD STATUS (80+ Points
PLUS 20 Bonus Points towards Top Achievers)
(July to January)



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ACHIEVE GOLD STATUS (80+ Points
PLUS 20 Bonus Points towards Top Achievers)
(December to June)



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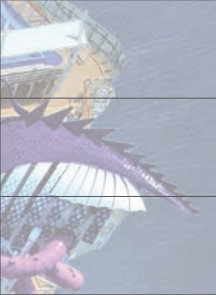

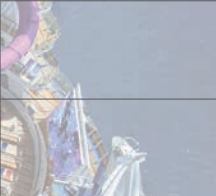




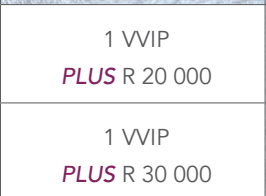



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SYMPHONY OF THE SEAS 7-DAY CRUISE

HOW DO I QUALIFY?

Points	1 Delegate Sharing	1 VIP	2 Delegates	2 VIP
160	1 Delegate			
210	1 Delegate <i>PLUS</i> R 5 000			
260	1 Delegate <i>PLUS</i> R 10 000			
310	1 Delegate <i>PLUS</i> R 15 000			
360		1 VIP <i>PLUS</i> R 10 000	2 Delegates	
410		1 VIP <i>PLUS</i> R 15 000	2 Delegates <i>PLUS</i> R 5 000	
460		1 VIP <i>PLUS</i> R 20 000	2 Delegates <i>PLUS</i> R 10 000	
510		1 VIP <i>PLUS</i> R 25 000	2 Delegates <i>PLUS</i> R 15 000	
560		1 VIP <i>PLUS</i> R 30 000	2 Delegates <i>PLUS</i> R 20 000	
610			2 Delegates <i>PLUS</i> R 25 000	
660				2 VIP <i>PLUS</i> R 10 000
710				2 VIP <i>PLUS</i> R 20 000

Experience these exotic destinations!

1 VIP	2 VIP
	
	
	
	
	
1 VIP PLUS R 20 000	
1 VIP PLUS R 30 000	
1 VIP PLUS R 40 000	2 VIP



ROME



NAPLES



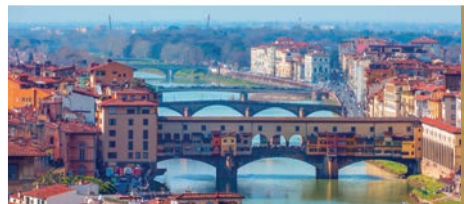
BARCELONA



PALMA DE MALLORCA



PROVENCE



FLORENCE

CONSULTANT RULES

1. Incentive starts from 14 July 2022 and ends on 10 July 2023.
2. Qualifying points are on Nett Sales (accepted orders less cancelled orders) and count at full value i.e Cash 100%, Credit 100% and Fixed Plan 100%.
3. Sales Consultant's Nett Personal Sales count towards the qualifying points.
4. Nett Personal Sales count at full value i.e Cash 100%, Credit 100% and Fixed Plan 100%.
5. A Sales Consultant's Nett Personal Sales must exceed 50 Points to qualify as a Top Achiever.
6. Nett Sales of a Sales Consultant's personal Recruits count as qualifying points for the Recruiter at full value i.e Cash 100%, Credit 100% and Fixed Plan 100%.
7. Personal Recruit's Nett Sales count as points for the Recruiter even if the Recruit's consultancy is terminated.
8. Bonus points awarded in "Double Point" months do not qualify as personal sales. The double point bonus is added to the Sales Consultant's total points but do not qualify as personal sales.
9. The company reserves the right to reject orders which do not comply with company rules or the company's credit policy.
10. The qualifying delegate must be an active and an authorised Pres Les Sales Consultant when the conference takes place.
11. No persons under 23 years of age may attend the conference, without prior authorisation from the Chief Sales Officer or CEO.
12. Accommodation at the conference is based on the level achieved.
13. The conference destination and dates can be changed at the company's discretion.
14. Attendance at the conference cannot be substituted for cash, attendance at another conference, or any other incentive.
15. Cash bonuses and the cost of accompanying spouses/partners are taxable in the Sales Consultant's hands.

16. VIP status can not be substituted for cash or any other award.
17. A Sales Consultant may choose to forfeit the award at the level at which they have qualified and opt for a lesser level e.g. If 360 points achieved, can choose award applicable at 310 Points.
18. A Sales Consultant who is unable to attend the conference for any reason, will forfeit the right to attend the conference and no compensation of any kind will be due.
19. Conference delegates are responsible for ensuring that they and their spouse/partner have a valid passport (valid until at least March 2024 - six months after the intended date of travel) and that they are legally permitted to leave and to return to South Africa at the time of the conference.
20. Delegates who are not in possession of a valid passport at 7 July 2023 may be disqualified without compensation of any kind.
21. While the company will assist delegates in obtaining the necessary visas (if needed), it is the delegate's responsibility to obtain a travel visa.
22. All costs involved in obtaining a visa are payable by the delegate (Schengen Visas will be needed for All South African, Namibian and Botswana Citizens for the 2023 Cruise).
23. The company is responsible for the costs of flights, accommodation and meals. All other costs (telephone, mini-bar, alcoholic beverages, snacks, laundry, etc) are for the Sales Consultants personal account.
24. Sales Consultants must be up to date on payments on personal Pres Les credit accounts before they can attend the conference.
25. All conference delegates (including spouses and travel partners) are required to sign a medical indemnity agreement before departure.
26. All delegates over the age of 70 years are required to provide a medical doctor's certificate for clearance to travel overseas.
27. The company's decision is final and no correspondence will be entered into.

SERVICE AWARDS

What are Service Awards

- It is a token of appreciation to our loyal and dedicated Branch Managers and Sales Consultants.

EFFECTIVE JULY 2022	
3 Years	Certificate
6 Years	Certificate + R 500 Pres Les Product Voucher
10 Years	Certificate + R 1 000 Pres Les Product Voucher
15 Years	Certificate + R 1 500 Pres Les Product Voucher
20 Years	Certificate + R 2 500 Pres Les Product Voucher
25 Years	Certificate + R 5 000 Pres Les Product Voucher
30 Years	Certificate + R 10 000 Pres Les Product Voucher
35 Years	Certificate + R 15 000 Pres Les Product Voucher
40 Years	Certificate + R 20 000 Pres Les Product Voucher
45 Years	Certificate + R 25 000 Pres Les Product Voucher
50 Years	Certificate + R 30 000 Pres Les Product Voucher

- Must be an active Sales Consultant.
- Minimum of R 2 000 sales in the previous 4 months.
- Awards to be handed out at monthly Branch Meetings.



*"Your positive action
combined with positive thinking
results in success."*

- Shiv Khera -



HOW TO MAKE YOUR
BUSINESS SUCCEED



HOW DO I SELL?

TRAINING AND COMMUNICATION IS THE KEY TO SUCCESS

- As a Sales Consultant, you receive ongoing support from:

YOUR RECRUITER

YOUR BRANCH MANAGER

YOUR EXECUTIVE AREA MANAGER

YOUR COLLEAGUES (AT MEETINGS)

- Support is always available at Pres Les events, workshops and monthly meetings.
- Communicate with your Branch Manager weekly via e-mail, phone, WhatsApp, Zoom, or in-person to report on business goals and your Team's progress.



As an active Pres Les Sales Consultant, it is essential to attend monthly Branch Meetings and training sessions. Please call your Branch Manager in advance to reschedule if you are unable to attend the meeting.

WHAT HAPPENS DURING A MONTHLY BRANCH MEETING?



TRAINING

- Your Branch Manager will help you build a successful business by providing expert training on our product, and the Pres Les App.
- Providing updates about your Pres Les business and new features of the Pres Les App will empower you to sell and recruit digitally.



ADMINISTRATION

- You will be given promotional leaflets, the latest Pres Les Dream Book and Price List.
- You will receive free administrative materials and stationery.



RECOGNITION

- Top performers will be acknowledged for sales and recruiting achievements.



MOTIVATION

- You will be motivated and inspired by the success of other Sales Consultants.
- You will learn tips and tricks to grow your business.
- You will build good relationships with your fellow Sales Consultants and become part of the Pres Les family.

SELLING TIPS

MAKE A LIST

List the names and contact details of all the people you know who might be interested in Pres Les products. Potential Customers include: Family and Friends; Work Colleagues; Church Members; Stokvel Members; Hairdressers; Doctors; and others.



CALL THEM

Make an appointment to meet with potential Customers and introduce them to the fabulous products showcased in the Dream Book. Call them for a personalised touch. Text messages are easy to ignore and feel impersonal.



ONE-ON-ONE SELLING

Give potential Customers your undivided attention by selling one-on-one. Forming strong relationships is an excellent way to create loyal Customers and gain referrals.



SELL TO A GROUP

Host a gathering for friends, family members and colleagues to talk about Pres Les online or in person. This is a great way to sell your product to multiple people at the same time, and increases your potential sales. Encourage your friends to bring their friends!



REMEMBER: Your swatch book contains fabric samples to help your Customer make the right choice. Digital close-ups are included in the online Dream Book.



DISPLAY YOUR BUSINESS

Set up displays at various locations to showcase both the products as well as the business opportunity of being a Pres Les Consultant.



ASK YOUR FRIENDS

Ask your friends for the names of their friends who might be interested in investing in Pres Les too. Once you have closed a sale, request referrals from your Customer in order to expand your Customer group.



BE PREPARED

Know your products and how to complete an order correctly. Always travel with your Pres Les Business Kit and ensure that your cell phone is fully charged. Be prepared to take an order anywhere, anytime!



GROW YOUR TEAM

Grow your team digitally by communicating with your Customers through social media channels such as WhatsApp. Share the current promotions and save your Customer's details for follow up.

REMEMBER: Customers always go back to buy more from the Sales Consultants who have exceeded their expectations. Customers value great service!

ASSISTING YOUR CUSTOMER

CUSTOMER PAYMENT OPTIONS



DEBIT ORDER

Complete the “Debit Order Details” section of the order. Your Customer can schedule the debit order on their account or via a third party debit order.



ELECTRONIC FUNDS TRANSFER (EFT)

Transfer payment to the following account:

Bank: **First National Bank**

Account Number: **50190052164**

Use the *Order Number* (as reference)



CREDIT OR DEBIT CARD

Your Customer will be taken to a secure FNB page to complete payment. **No information will be stored or saved.**

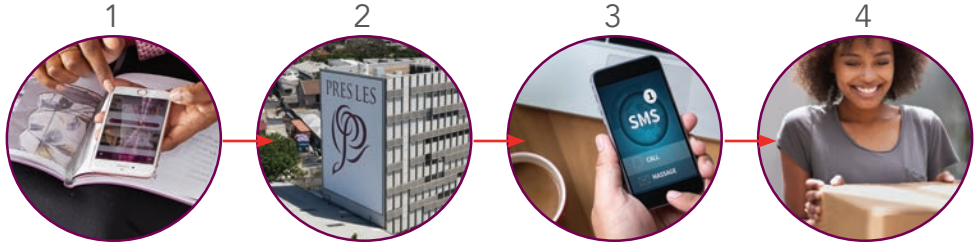


EASYPAY

EasyPay is listed as a payment option in the SMS sent to your Customer. The EasyPay option will have a barcode and code (number) attached to it. Tellers at Checkers, Checkers Hyper, House & Home, Shoprite, Shoprite Usave, OK Furniture and the Post Office use this number to submit your Customer’s payment.

REMEMBER TO FOLLOW UP WITH YOUR CUSTOMER! CUSTOMERS VALUE GREAT SERVICE!

ORDER TIME LINE



1. Orders submitted via the App are processed immediately.
2. The order is processed at Head Office.
3. Your Customer receives an SMS once the order has been accepted.
4. Allow 4 - 6 weeks for the delivery once the order is accepted.

Delivery:

If sent via courier: The parcel will be delivered to the delivery address stated on the order.

If sent via the Post Office: The parcel should be collected at your Customer's nearest Post Office.

CUSTOMER ORDER ENQUIRIES

For all queries, Customers can contact Pres Les Customer Care via:

- Telephone: 0860 773 753
- E-mail: customer.care@presles.co.za
- WhatsApp: +27 63 650 4393

As a Sales Consultant, you can also track your Customer's order using the Pres Les Sales Consultant website. Visit <http://consultants.presles.co.za>



RECRUITING

Why Should I Recruit?

- You can grow your Team and your business by recruiting new Sales Consultants.
- There is no limit on the number of people you can recruit.
- As a Recruiter, you can **earn up to 10% commission on the sales of your personal Recruits** in addition to the commission you earn on your own sales every month.



To qualify as a Pres Les Sales Consultant, the Recruit must meet the following criteria:

- Must be 18 years or older.
- Be a South African citizen or permanent resident in Southern Africa.
- SA citizens will require a South African ID and an active bank account in their name.
- Southern African Sales Consultants will require their National ID or passport, as well as a bank stamped bank statement.

Please note: Pres Les reserves the right to decline applications at its sole discretion.



Approaching a Recruit

- Show the Dream Book to as many people as you can every day.
- Meet people in-person, or online via Zoom, phone, e-mail, WhatsApp or Facebook, and share the opportunity of starting a Pres Les business.
- Approach every potential Recruit with enthusiasm and excitement. This will help you to grow your Team!



HOW DO I RECRUIT?



RECRUITMENT

New Recruits must be recruited by an active Pres Les Sales Consultant to become part of the Team.



REGISTRATION

Register a new Recruit via the Pres Les App by completing the steps in the “Add Recruit” section.



PAYMENT

A registration fee of R 290 is required. Your Recruit’s registration fee covers the cost of their Pres Les Professional Business Kit, material and tools, sales support, and training.



BRANCH MANAGER

The Recruit will be introduced to their Branch Manager, who will train, support and motivate them.



SALES CONSULTANT NUMBER

When your Recruit has submitted all registration information, and their application is “complete”, they will receive their Sales Consultant number. They can now earn commission and view all submitted orders on their Commission Statement.



PROFESSIONAL BUSINESS KIT

After registration is completed, Recruits will be issued with a Professional Business Kit to start their business.

GROW YOUR TEAM TO GROW YOUR EARNINGS!

Your Professional Business Kit consists of:



- A Pres Les Business kit bag
- The Dream Book showcasing our exquisite product range
- The Pres Les Price List
- A Pres Les book of fabric swatches to show your clients
- An administrative file with all the stationery you need
- A Pres Les calculator and tape measure
- Branded Pres Les stationery

INFORMATION FOR YOU

- The Sales Consultant's Professional Business Kit will be delivered via courier.
- Sales Consultants can purchase additional sales tools via their Branch Manager.
- A monthly rental fee of R44 (inclusive of VAT) will be deducted from your monthly commission starting from the second commission period of your Consultancy. The monthly sales kit rental is payable by all Sales Consultants for ongoing sales material updates such as catalogues, price lists, material swatches and stationery.

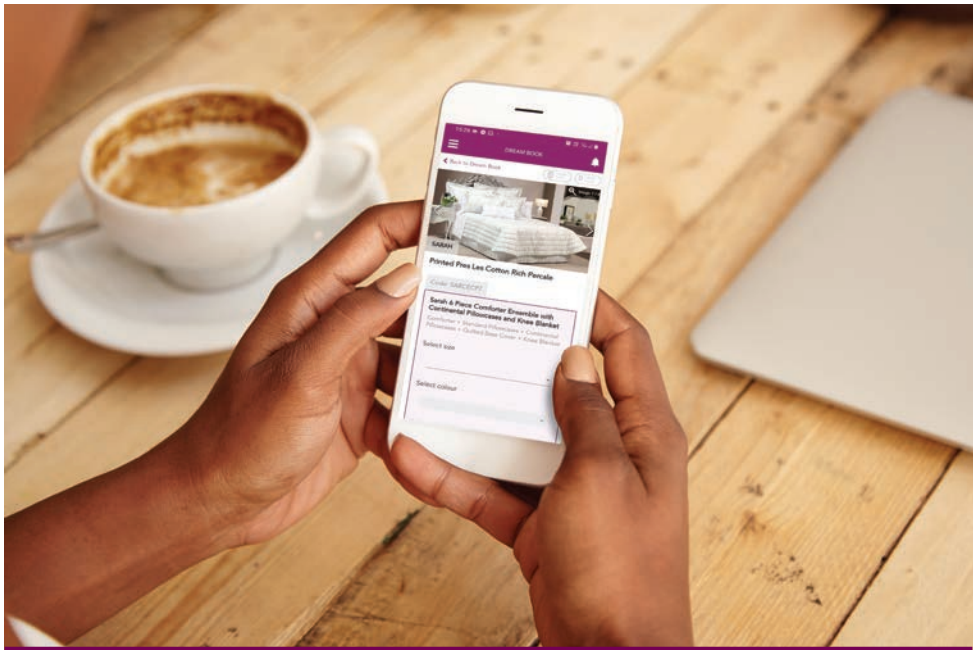
***It is crucial to train your Recruit and take them to their first meeting and introduce them to your Branch Manager.**



SELLING DIGITALLY

What is the Pres Les App?

The Pres Les App is a powerful Sales Tool in your pocket, featuring a digital Dream Book, online order forms, the ability to register new Recruits, and much more. The Pres Les App gives you access to everything you need to close a sale on the go, and can be installed on your cell phone, tablet or laptop.



Registering yourself on the Pres Les App

1. Enter <https://online.presles.co.za/> into Google Chrome.
2. A link will appear at the bottom of the screen once the page has loaded.
3. Tap the "Add the Pres Les App to your Home Screen" link and the App will download to your cell phone.
4. Once installed, open the App and tap the "Register on the Pres Les App" button and follow the prompts.

For more information, contact your Recruiter or Branch Manager.

Pres Les App Guides and Videos

The Pres Les App features a resource tab containing numerous downloadable guides, video demonstrations and summaries to assist users.

For further guidance, ask your Branch Manager.

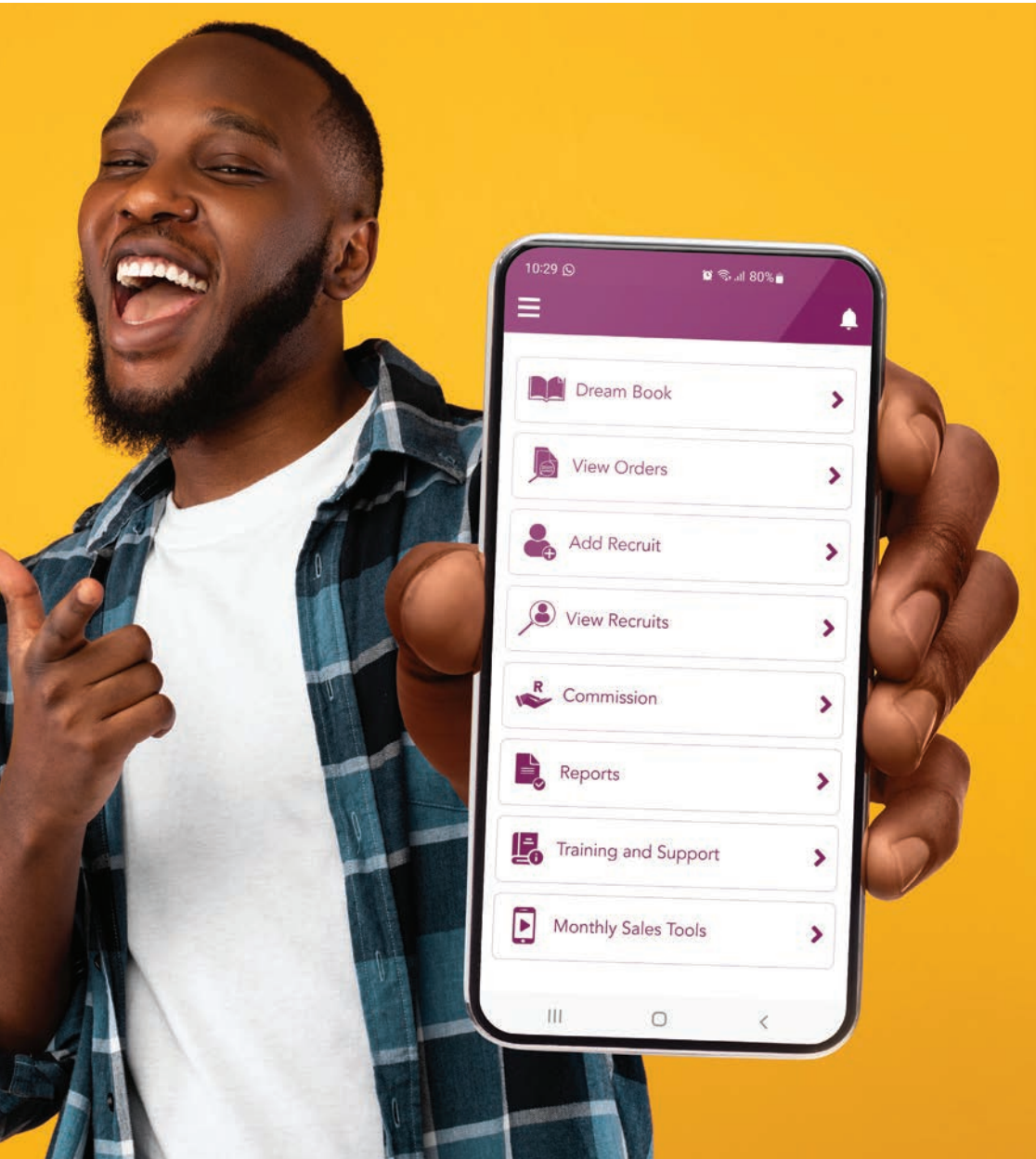
Benefits of placing an order on the Pres Les App

- Place an order anytime, anywhere!
- Recruit new Sales Consultants instantly
- Automatic and accurate calculations when placing an order, including monthly service and delivery fees
- Same day order processing
- View App-exclusive promotions
- Run your entire business from the comfort of your home



SELLING DIGITALLY

Access everything you need from the Pres Les App Home page:



DREAM BOOK

- The Dream Book tab contains our beautiful, bespoke products for you to show to your Customers, making it easy for you sell.
- Within this tab, you can place an Order, view the latest product ranges and promotions, and easily access the different payment options

VIEW ORDERS

- The View Orders tab provides an easy way to track the orders of your Customers.
- Should your Customer query the status of their order, you can quickly check if their order is incomplete, pending, processed, accepted, cancelled, despatched or declined.

ADD RECRUIT

- This offers a simple way to digitally build your Team, from which, you will earn a recruiting commission every month.

COMMISSION

- This allows you to track your Monthly Earnings, by downloading your Commission Statements for the 12 months!

REPORTS

- This will help you to understand where you and your business stand, and how you are doing in relation to other Pres Les Sales Consultants, Branch Managers, Branches and Areas.
- Within this tab, you can access the sales and recruiting reports.

TRAINING AND SUPPORT

- Where you can find detailed, easy to follow guides on the Pres Les App, to make the digital running of your business as easy as 1, 2, 3!

MONTHLY SALES TOOLS

- This provides you access to everything you will need to assist you to sell, from promotional material to product videos

*"We're not competitor-obsessed,
we're customer-obsessed.
We start with the customer
and we work backwards."*

- Jeff Bezos -



BUSINESS ADMINISTRATION

BUSINESS ADMINISTRATION

PRES LES MONTH END

EFFECTIVE JULY 2022:



PROMOTIONAL PERIOD

All promotions will be available from the 11th of a month until the 10th of the following month.



COMMISSION PERIOD

- Commission will be processed on the 10th of every month.
- Sales Consultants will now be paid Commission on the 11th of every month and clear into your account on either the 11th or the 12th depending on your bank.

PAPER ORDERS:

Paper orders must be delivered by your Branch Manager to Head Office by no later than the 7th of every month in order to be processed before month end on the 10th.

In Business there are basic fees that must be paid.

The following applies to Pres Les business:

Delivery Fee = **R 350**

Monthly Credit Service Fee = **R 49**

Consultant Registration Fee = **R 290**

DSA Membership Fee once per year = **R 5**

Monthly Kit Rental Fee = **R 44**

IMPORTANT: New point value is R 7 200



1 POINT

=



R 7 200

POPI

WHAT IS POPI?

- POPI stands for Protection of Personal Information. Commencing from 1 July 2021.
- The POPI Act aims to protect the personal information of people. At Pres Les this means protecting the personal information of our Staff, Sales Consultants and Customers.

WHY DO WE, AT PRES LES, NEED TO COMPLY?

- Pres Les is compliant in line with international best practice.
- Non-compliance risks massive reputational damage.

How do you protect yourself and your Customers?



Keep All Personal Information Safe

Be careful when sharing personal information via SMS, WhatsApp, e-mail or cell phone.



Shred or Destroy Unneeded Documents

Shred or destroy unnecessary documents containing personal information.



Lock Away Documents

Lock away documents containing personal information.



Password Protection

Password protect your business cell phone or device.



Contact Head Office

Immediately report lost or stolen documents or devices by e-mailing incident@presles.co.za.

WHAT IS CONSIDERED PERSONAL INFORMATION?



ID/PASSPORT NUMBER



DATE OF BIRTH/AGE



PHONE NUMBERS



E-MAIL ADDRESSES



ONLINE/INSTANT MESSAGING IDENTIFIERS



PHYSICAL ADDRESSES



RELIGIOUS/PHILOSOPHICAL BELIEFS AND POLITICAL OPINIONS



PHOTOS, VOICE RECORDINGS, VIDEO (OR CCTV) FOOTAGE AND BIOMETRIC DATA



MARITAL/RELATIONSHIP STATUS AND FAMILY RELATIONS



GENDER, RACE AND ETHNIC ORIGIN



CRIMINAL RECORD



PRIVATE CORRESPONDENCE



EMPLOYMENT HISTORY AND SALARY INFORMATION



FINANCIAL INFORMATION



EDUCATION INFORMATION



MEMBERSHIPS TO ORGANISATIONS AND UNIONS



PHYSICAL/MENTAL MEDICAL HISTORY, BLOOD TYPE AND DETAILS ON YOUR SEX LIFE



PRES LES