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Rodan and fields psqv cheat sheet

I've been a consultant to Rodan + Fields since September 2017, and the biggest lesson I've learned is that it's hard to fight stigma about home-based businesses and network marketing. There are so many blogs out there dedicated to taking down companies like RF. I don't understand this, really. If you don't trust this kind of business? Don't be with them. Don't buy or sell their products. But why make your mission deter others? Adults can make their own decisions. Go buy yourself an ice cream cone and be happier with your life. What has been most daunting is that there is so much misleading and false information about how these companies work. So my goal here is to give you accurate information about what it's like to be an RF consultant and explain the compensation plan more easily. tl;dr You can earn money from all areas below without being forced to spend your own money. It only takes hard work and creativity to make it happen! Nobody said this business was easy, but it's a simple concept. Like anything worthwhile, you get what you put in it. You can see in the guide that there are four (4) areas that feed an RF consultant's payout check. These are retail purchase fees, consultant commissions, personal team commissions, and generation commissions. 1. Retail Benefit Each sale includes the benefit of the retail margin that goes directly to the consultant. If someone buys a product through a consultant (C) at retail price, C receives approximately a 33% commission. However, this is expensive for the customer. Most sales are made to preferred customers (PCs). PCs are customers who enroll in an extremely flexible automatic shipping program and receive 10% discount and free shipping on any order over 80. While automatic shipping is recommended for every 60 days, PCs can edit or delay their orders up to one day before shipment without absolutely any penalty. Sales to PCs generate about 16% retail benefits for the consultant. Any consultant can get this benefit from any sale they make without the need for a fee or purchase. 2. Advisory Committees Active Consultants are also eligible for consultant commissions. This is a 10% commission for each sale. To qualify for this commission, the consultant must have 100 in Sales Volume (SV) each month. There are several ways consultants can get 100 SVs. -If the consultant chooses to have a personal MyRandF website to facilitate sales, it is a monthly fee of \$24.95, and the consultant receives 20 SVs each month automatically. However, the website is not mandatory for any consultant. -Another way to get 100 SV is to consultant's personal purchases. Most consultants (myself included) joined this business because we were already customers and we love high quality products. When we buy products for ourselves with the consultant discount, it goes in our SV bucket. -A -A through a consultant's commercial purchases. If a consultant decides to buy products to use as incentives, gifts or samples, they can do so at the consultant's discount and that enters their SV cube. This is also a business expense and can be used as a tax cancellation. -Finally, consultants can offer an order each month at their cost and use that order as a way to fill out their SV. You can see that while some consultants choose to spend \$100ish a month (which is an extremely cheap overhead for a CEO), you never need to do so and still become an Active Consultant. 3. Personal Team Commissions of Personal Team Commissions are a 5% commission on all sales of a consultant's direct equipment and own personal sales. To qualify for this commission, the consultant must have 100 SVs as noted above and sell at least 600 personally sponsored qualified volume (PSQV). This leads the consultant to a promotion titled Executive Consultant (EC). PSQV are sales that the consultant sells directly to PC. Due to the price points of regimes and products, it usually means selling between 4-8 orders each month to hit the EC. If the consultant has signed direct consultants, those consultant SVs are included in the sponsoring consultant's PSQV. (I know these acronyms are a beast. Stay with him.) 4. Generation Fees This is the only level of commission that can only occur once the consultant has signed other consultants. An Executive Consultant (EC) firm by another consultant who reaches the EC is considered Level 1. L1 consultants earn commissions of 5% on all sales in the first generation of their downlines. As consultants sponsor more consultants who become ECs, their level increases. However, you can only earn commissions as many generations as levels. This encourages ECs to continue growing their own businesses rather than relying on their downlines to make money. Once a consultant is a Level 5 (LV), they can earn 5% commissions from 5 generations. Consultants who continue to grow larger teams and achieve what is considered RFX status can earn 2.5% in their sixth generation. RFX qualifications are having 15 ECs, 5 of which have achieved LV. While that's the basic breakdown of the compensation plan, those aren't the only benefits to joining the RF team. The company acts as a trust; pour money that makes you come back to yourself in order to continue innovating products and incentivize consultants. Consultants can earn travel, cars, cash bonuses and free products at different levels along the way. In fact, there is a great program for new called SPARK where consultants can earn up to \$1000 in the first three months (along with their profits and retail commissions). So how much does it cost to get started? There are four (4) options that consultants can choose from when joining the RF team. Rf. RF Business Portfolio (\$45) This allows you to become a consultant and start making retail profits right away. 2. Personal Results Kit (\$395) This includes \$450+ product value, fills your SV cube, and allows you to start earning retail profits and commissions immediately. 3. Big Business Launch Kit (\$695) This includes products worth \$1300, fills your SV cube and allows you to start earning retail profits and active consultant commissions immediately. 4. RFX Express Kit (\$995) This includes over \$2000 in products, fills your SV cube, and allows you to start earning retail profits and commissions from active consultants immediately. RFX Express Kit I'm sure you're wondering, if I can buy at \$45, why would I spend up to \$995? That's a big question, and it's easy to answer. First, the products of those kits are offered with those deep discounts only once, to new consultants. I was a client before I became a consultant, and many are. Why wouldn't we want to buy our favorite products up to 50% off? The consultant's normal discount is only 25% after the first purchase. Second, if a consultant signs with a \$695 or \$995 kit, he qualifies for the SPARK program that can earn up to \$1000 cash bonus plus free samples in his first three months. Third, it's always a good idea for business owners to know what they're selling. If a consultant signs who has never used the product, how accurately can you promote the product from personal experience? And if a consultant who was a former customer, like me, has never used other regimes or products, wouldn't we want to get our hands on them? Fourth, consultants can use business kit products such as samples, incentives, and gifts, or they can sell them directly to people and get money back right away. Fifth, it's risk-free. No, really. Like all products sold by RF, even business kits are backed by a 60-day money-back guarantee, empty bottle. If a consultant buys a kit, is unsuccessful in selling anything, and decides that this is not a great fit, he or she can return the entire kit, no matter how much product was used, and get a full refund. However, as noted above, a consultant can still access all levels of profit and commissions when buying at the \$45 level if they wish. Interested in learning more? Release a comment below. I'd love to connect. Every Facebook feed has at least one of them, the friend who posts once a day (if you're lucky) about the amazing new product discovered and how their lives have changed. Not only did [dietary supplements, skin regimens, essential oils, kitchen appliances, clothing lines] improve their [health, appearance, confidence, cooking skills, style], but the additional income from selling the product really helps, as evidenced by recent holiday photos from the Bahamas. But how do you money you actually make selling [dietary supplements, skin regimens, essential oils, kitchen appliances, clothing lines]? The answer, as with most things, is complicated. In multilevel marketing companies (MLM), sellers make money in two ways: from the sale of the product and from the sales of the people they recruit to sell the products. Not all MLMs are a scam, but even legit scams don't usually make you rich. Claire Shook, a young mother of four from Pennsylvania, began selling Rodan + Fields skin care a year and a half ago after buying one of a friend's products and liking the results. Rodan + Fields, like most MLM or direct selling companies, offers discounts to sales reps, and Shook admits that dermatological skin treatments were expensive. If I was going to keep using it, I wanted a consultant discount, Shook says. But then, as I thought it was a good product, I also wanted to try to sell it. Shook enrolled as a sales consultant for Rodan + Fields with modest revenue expectations. She wanted to sell enough to cover the cost of the products she herself was using and hopefully make some extra money, too. I never wanted to be insistent, though. I'd post on Facebook and if people showed interest, they'd keep track, Shook says. But I wasn't calling and texting people. 'You should do this!' Shook says that even at the height of her activity with Rodan + Fields, she was only putting in four or five hours a week, but it was enough for her to reclaim her investment in the company. Shook refused to say exactly how much he did selling Rodan + Fields, citing a company policy against revenue disclosure, but says he was never in the red. It turns out that Rodan + Fields, like all other large direct sales companies, publishes its own annual revenue disclosure statement that breaks down average earnings (sales commissions and retail profits) for participants in its sales program. Participants are not compensated for sponsoring or recruiting others to sell Rodan + Fields products. Here's what Rodan + Fields self-formed for 2019 (clarifications and warnings below): 67.1 percent of all paid sales consultants earned \$306 on average in 2019. The other 161,978 161,978 (45 per cent) did not sell a single product, but only registered as consultants to get a discount on the products they purchased for themselves. The winning numbers of Rodan + Fields above are for only the 200,322 consultants paid. If you include the \$0 earnings from the other 45 percent of consultants who never sold anything, those average incomes would go very, very low. Earnings depend on a number of factors, such as leadership, business experience, experience, quality and depth of the network, and individual effort, company spokeswoman Lauren Hartung says in an email statement. Consultants are not required to maintain inventory, orders are placed and shipped through Rodan + Fields and most Consultant sales are handled through the company's e-commerce site. We are confident that Rodan + Fields' income disclosure statement is the best resource for any questions related to the Consultant's income. Some people become Consultants to receive the benefit of discounted products, some for discretionary fun money, and others even earn more. Selective ways in which direct sales companies report profits make it very difficult to answer our original question of how much people actually earn from the MLM researcher, including purchases that must be made to qualify for commissions. Compare that to typical small businesses, where 61 percent don't make a profit. It's hard for me to say something positive about that business model, Taylor said in a phone interview. If the FTC [Federal Trade Commission] were doing its job, these companies would not exist. The Direct Selling Association (DSA), the trade association representing U.S. direct selling companies, noted an annual average of \$5,176 in retail sales for direct sales participants in 2019. However, Joe Mariano, president and CEO of the DSA, says his organization does not believe it is accurate or useful for both sellers and outside observers to group all participants into direct sales as a seller. We have always been that direct selling in many cases is a very informal activity, mariano says. There are many people who sell only a few hours a week, or maybe just a few weeks a year. That's not an unusual profile. Mariano says that, in the future, the direct sales industry will clarify and emphasize these distinctions for a number of reasons, including increasing scrutiny from regulators. The FTC imposed a \$200 million fine against Herbalife in 2016 for misrepresenting the amount of money sales reps can make your healthy lifestyle products. Mariano says direct sales companies can protect themselves such accusations by refining their marketing proposal for different audiences. If someone is entering with the intention of being a business builder, it makes sense to have income representations and talk about the business opportunity. Mariano says. If someone has the expectation of being a discount buyer, they also want to adapt their representations to them appropriately to avoid the potential for confusion or the possibility of someone being deceived. In short, if your friend is actually making money from the Bahamas with his or her direct selling job, he or she is in an increasingly small and elite minority. And know that getting to the top of the pile requires getting there early and working your ass to recruit people underneath you and motivate them to sell, sell, sell. Originally published: May 11, 2018, 2018

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