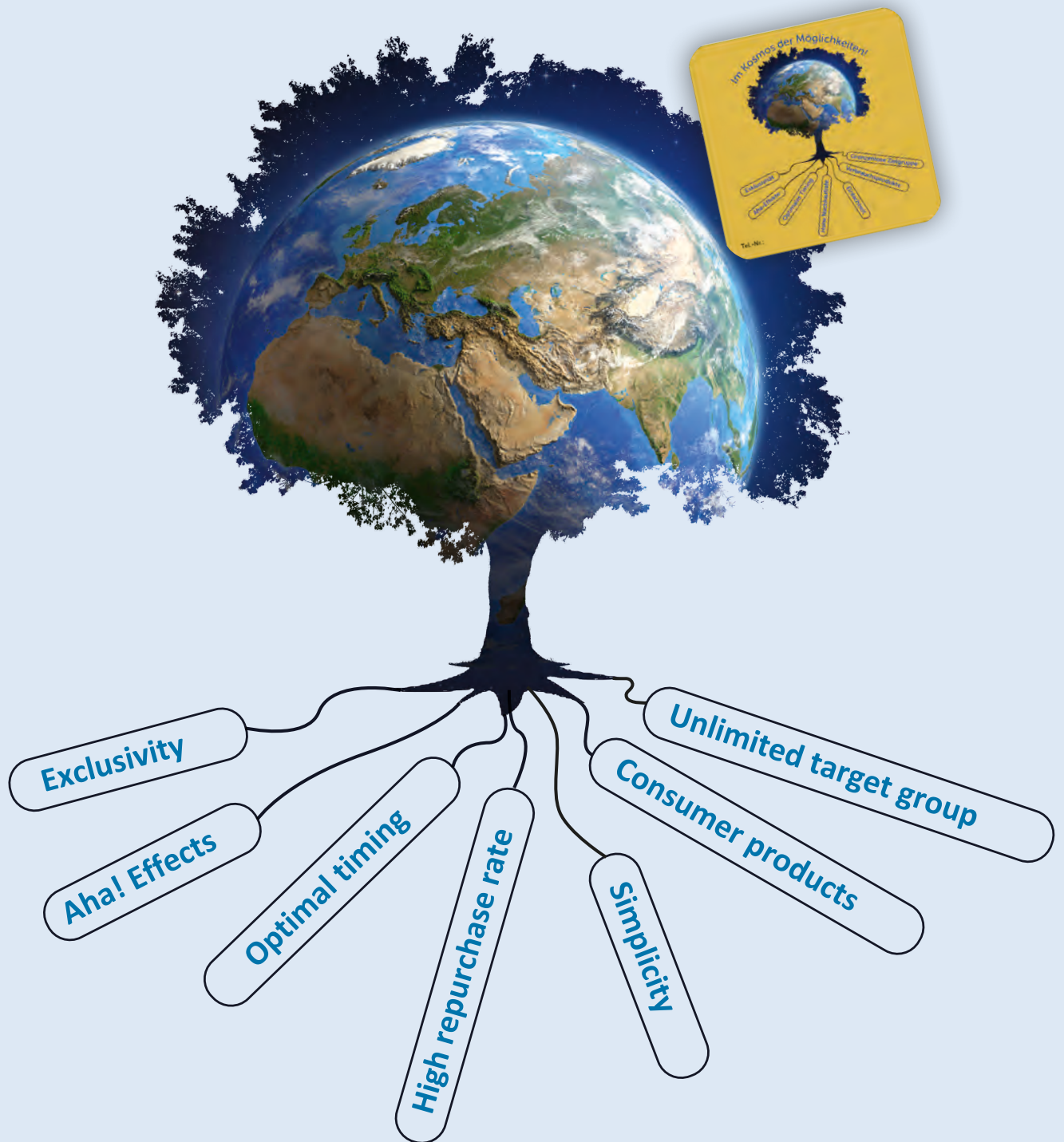


Success & Freedom Planner

Your guide for successfully building up a network with Lavylites.



"Network is an adventure trip.
Let's take the first steps together."

Dieter Rauer, entrepreneur of the new era





The question is not whether someone uses Lavylites, but rather when one starts!

“

Lets start your adventure. Live every day as if you're preparing to climb up a mountain.

Focus on the summit (Let's call it Lite Blue) and don't let it out of sight. Let it be your guide.

You will first reach and enjoy intermediate goals. These are important, as they will show you the way. Step by step, they will get you closer to the top: the Lite Blue.

Savour the special moments with people you meet on your adventure, and walk a mile in their shoes.

However, the highlight of your journey is reaching the Lite Blue. It will enable you and your companions to fulfil your dreams and wishes.

Your network marketing journey begins the moment you realise its great potential and you leap into ACTION.

START NOW!

Dieter Rauer,
Founder of TeamOne.team

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**The marketing plan is structured according to European law!*

8-STARS-OPPORTUNITY

- ★ Exclusive products/creations
- ★ The right timing
- ★ Moments of enlightenment due to the products/creations
- ★ Consumer products/creations
- ★ Unlimited target group
- ★ Highest repurchase rate in the network marketing industry
- ★ Simplicity
- ★ Meaningful work with gratitude



Founder and owner of Lavylites *Tibor Jakobovics*

This success planner introduces you to a number of options which will help you to build your confidence in Lavylites, the network marketing industry and yourself.

This guide has been developed in collaboration with independent Lavylites business partners, based on many years of experience in network marketing. The company, your sponsor and a strong team will accompany you on your path to success.

Lavylites does not guarantee any specific compensation to its business partners. Earnings depend on various parameters such as turnover, personal commitment and abilities.

What do you want to achieve with Lavylites?

- Better well-being?
- More fun in life?
- More time?
- More money?
- More power?





LAVYLITES

SPONSORHALLAT

“You planted a tree every day”

A real story. It grew out of personal commitment and became a global company. As someone of Tibor's friends suffered from severe skin burns, the chemical engineer who is also interested in natural remedies, has managed to develop an extraordinary essence, which – as it seems – has to do with the optimization of cellular function and has also with preserving the structure of youthful skin.

[ZURÜCK ZUM INHALT](#)



SUCCESS STORIES



They were introduced to Lavylites at the end of 2015.

Helga Schwarz (56), a yoga instructor and health practitioner, was instantly enthusiastic about it, while her husband **Ralf Fischer (52)**, engineer and entrepreneur took several months to convince. "This business model of 'network marketing' was new to us. Therefore, we just started spraying the product, informing people and inspiring them. Today, we have created a large, loving and supportive team and we are very thankful that Lavylites has enabled us to be independent in terms of our time, location and finances."

Becoming a networker after being an entrepreneur: After 15 years of employment as a salesman, **Eddy Kanke's (42)** company went bankrupt. The rug had been pulled out from under his feet. Having to support a family with four children, Eddy and his wife Katharina discovered NWM – or one could say they were found by Lavylites! Eddy fell in love with the business concept and started off his career right away. After only ten weeks of working with Lavylites, he was able to earn a four-figure weekly salary. After only six months, he qualified as the first person worldwide for the BMW 530e (SpeedUp program). Someone like Eddy, who precisely aligns his complete focus with Lavylites and plans his journey, cannot fail.



"Hello everyone, my name is **Sandy Peinhopf** and I am **35 years old**.

Until recently, I was the manager of a restaurant with 25 employees. At the end of 2018, I was introduced to and fell in love with Lavylites. I was immediately enthusiastic about their distribution model of network marketing, since I've always loved working in a team. I always focus on the WHY of specific things. It's very important to me, because it carries me through difficult times. Hold on and stick with it. Don't dream your life, live your dream. In 2021, I was able to start up my very own company."

Sarah Somieski, 37 years old, cosmetologist, mom & networker by heart. "For me, network marketing is the ideal living and working concept for mums. There is no other job that you can integrate into family life with such flexibility while also having tons of opportunities. Even without previous knowledge, I was able to become financially independent with Lavylites. You can do it too!"





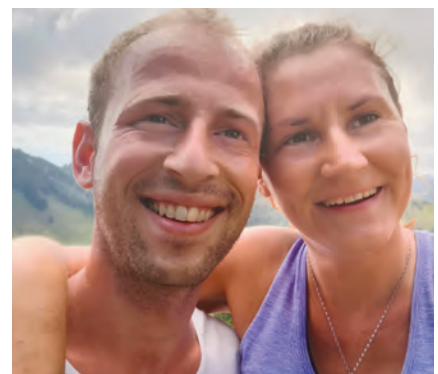
"My name is **Celina Klack and I'm 21 years old**. You're wondering why I do network marketing? The answer is very simple: To be able to create my dream life! I finally found a "job" that can turn my dreams into reality. I was always determined to be successful, to earn enough money to be independent and have a self-determined life. I just never knew what it would look like. Through network marketing and Lavylites, I got the chance to take responsibility for my own life, and shape it the way I wanted to for myself!"

Marco (32): "After five years of network marketing experience with moderate success, I was introduced to Lavylites. The combination of this new-age quantum technology, the business model and the revolutionary compensation plan convinced me right away. After experiencing the first positive effects for myself it was clear to me: People needed to be told about these amazing creations! In my first four months with Lavylites, I achieved more than I had in five years at my previous company. Open your mind and change your reality."



Isabelle, 20 years old. "I first came across Lavylites in the spring of 2019, and have been spraying the product from Day One with a lot of enthusiasm and joy." Isabelle's experience speaks for itself: "Lavylites enriches my life on all levels, and I can only urge everyone to spray and experience these products for themselves."

Gerrit (30) and Bianca (37): "We realised that Lavylites has the potential to be a game changer for the new age. So we did everything we could to start our final professional adventure together: Network marketing, which means honest referral marketing with Lavylites. With a solid knowledge of business education (ability to plan) and as a self-employed craftsman (ability to create) we directed our energies towards one goal: Freedom in all aspects of our life. Within six months, we built a foundation and were able to take control of our income. This confirmed that NWM is a crisis-proof business model: **Go for it!**"





Olga Wittek (41), Master of Arts and mother of 2 children. "Lavylites has not only improved my health dramatically, it has also opened up completely new dimensions for me: Personal, familial, spiritual, professional and financial. I've learned the meaning of true teamwork, how to forge my own way and create a career with fun, joy, ease, confidence and great support. Freedom, here I come!"

Bernadette Brasch (59), graduate in business administration, member of the management IHK, and naturopath. "Freedom, independence and self-determination have always been defining for me and my main goals in life. When I discovered Lavylites in 2014, I was successful, happy and not looking to start a new career. I was immediately enamoured with the product, and I only slowly came to understand the limitless possibilities this unique network offers. Today, I live freely, independently and with self-determination, just as I'd have always dreamed of since I was a child."



"We are **Bettina and Leonid Mersmann, both 54 years old**. We started working with Lavylites in February 2016 and became completely hooked on the creations. In retrospect, our lives have changed entirely in the last five years. As self-employed physiotherapists, instead of feeling exhausted and 'being trapped in the hamster wheel', we eventually broke the cycle after a few years of continuous network building. Now we are completely independent: financially, as well as with our time and location. In addition, we've reached a completely different level of energy. This product is something very unique, something everyone needs. It works and has its own magic."

„In May 2014, we, **Susanne Höcker-Rauer (56)** ecotrophologist, and **Dieter Rauer (56)** carpenter and engineer, got to know and came to love the Lavylites creations. At the time (aged 49), we took the leap of starting a new career and now, just three years later, we've reached our professional peak. We would love to share this fantastic opportunity of finally living in freedom with as many people as possible. We can plan your success together with you. If we could do this, you can too!"



Inspirational Quotes

Everyone has to find the definition of success for themselves. The result is often a better quality and purpose of life.

Accept that other people are different: Think differently, act differently, feel differently, speak differently. Go your own way!

If you want a life you've never had before, do things you've never done before.

Someone that has a clear, desirable goal in mind, has already accomplished a huge part of the way.

No one is stopping us from living the way we want to live.

Someone who stops trying to get better, won't be good after all.

Every happy moment deserves gratitude.

Live **YOUR** life, not the life of others.

There is nothing in the world that we aren't able to achieve, if we really want to.

**Today
is
my
day!**

You are not on this earth to be something others want you to be.

These modern creations are futuristic. If you want the best, don't settle for "good".



LAVYLITES

THE WARMEST WELCOME TO LAVYLITES and congratulations! You made the right decision. From now on you can take full responsibility for your future.

Start today, because today is the first day from the rest of your life.

We are looking forward to accompanying you on your personal journey as a Lavylites ambassador. To ensure your success and happiness, we are handing you a tried and tested concept. Everyone here has the opportunity for personal development, and to discover new strengths, to have fun and enjoy their own Lavylites network.

As a Lavylites partner, we are helping you make your dreams come true, through the wonderful products and the network marketing industry.

The most important thing about being a Lavylites ambassador is that you are authentic and passionate about what you do. Only in this way will you be able to inspire others.

Create a contract with yourself and promote yourself to success.

Hobbies require you to spend time and money, but a business makes you time and money.



QUICKTIP

Channel your enthusiasm and focus on one thing only.

Treat your new business as if you have invested \$1 million - that way you'll want to take it very seriously.



THE 6 STEPS TO SUCCESS

The Success & Freedom Planner will be your faithful companion and guide for the next weeks, months and years.

INTRODUCTION - THE FIRST HOURS IN THE BUSINESS

Once you have decided to work with Lavylites, we recommend getting started right away. Build your confidence in the company, in the industry and most importantly in yourself (confidence check).

FIND YOUR WHY

Set goals, ask yourself some important questions and find your WHY. An important question is whether your attitude towards money equals energy! Plan your upcoming actions with your sponsor.

MANIFEST YOUR HOW (LAW OF MANIFESTATION)

Imagine a short movie 2-4 times a day about how your life will change when your WHY is achieved.

YOUR RELATIONSHIP/POTENTIAL LIST

Visualise your network and build a relationship list. This is an important and underrated habit, right after your WHY and HOW.

PERSONALITY DEVELOPMENT

In order for things to change, you have to change. For situations or things to get better, you have to get better. How do you feel about yourself?



QUICK TIP

Definition of insanity:
Doing the same thing every day and expecting a different result.

STAY WITH IT, DUPLICATE, FOCUS

An important step: If your WHY is important enough and you permanently visualize your HOW, it will help you to continue on your path to success even in difficult situations. There are only two reasons not to be successful with Lavylites: Not starting, or stopping too soon!

The Success & Freedom Planner and the other tools (p. 45) will help you to clearly define your goals, dreams and desires and make them tangible. Thinking big, having courage to take action and taking your life into your own hands. The Success Planner teaches you to develop more self-confidence and to learn "How do I Invite others?", "How do I present my business and products?" and "How do I convince people to join me and to build my own big team?"

You can realise for yourself that you already have all the skills within you that you need to become successful. This Success Planner is intended to cover everyone's needs: those of the professional networker, the entrepreneur, the younger generation, as well as the housewife, and open-minded people from any professional sector who want to create a recurring income.

In short: It's about people starting on their personal journey to finally make their dreams come true.

YOUR WHY

How do people become exceptionally successful?

Take a look at the top executives in your company and you will see that they all have convincing reasons that led them to success.

Their WHY got them up early in the morning, encouraged them to work consistently (even in the face of rejection, frustration, and failure) and fuelled them. This eventually carried them to the top. Their path wasn't any easier than it was for anyone else. What made them succeed on their path was having a clear vision of their lifelong dreams, and being able to realise them into a successful business.

In the beginning, money is often the WHY – but in the long term it becomes about greater things:

- You can buy a bed but you cannot buy dreams!
- You can buy a watch but you cannot buy time!
- You can buy a book but you cannot buy intelligence nor respect!
- You can buy medication but you cannot buy health!

What values and goals are highly important to you in your life?



UICKTIP

It doesn't matter if you fall, the question is how high you bounce back!

SOMETHING TO THINK ABOUT:

Ask yourself where you are at the moment, and where you would be in 10/20/30 years if you were to not change anything (p. 21).

If you met your 80-year-old self today, what piece of advice would you give yourself?

What should you have done differently?

Sometimes it's the little things that are most valuable, yet due to certain circumstances you aren't able to have these things.

Where am I right now?

Still observing or getting started?

What do I want to escape from?

What is currently bothering me about myself and my life?

Where do I want to go?

What do I still want to achieve in life, how do I want to live?

Are you ready to change?

WITHOUT change, your life won't change either. Who / what motivates you to get started?

Here we go! Now you've got some suggestions and food for thought. Take a large piece of paper and start defining your WHY.

INTRODUCTION - GETTING STARTED

Together we are strong

OPEN UP AN ACCOUNT

Opening up your account/registering will introduce you to a wealth of possibilities.

IMPORTANT FIRST PURCHASE

Only when you purchase a business package as an initial purchase (!)

You can later secure three positions in the marketing plan and thus use all facets of your revolutionary, personal and economic growth opportunity.

In addition, with your first Business Pack order you are opening up a revolutionary growth opportunity, both personally and financially.

Important: If you make your first purchase within seven days, you also have the opportunity to take part in the Lavylites car program.



QUICKTIPP

During the registration process, make sure to ask who are your first, second, ... business partners?

- Write it down
- Call and invite them to a small business presentation together



QUICKTIPP

Network Marketing (NWM) is easy, but not always simple. Many people overcomplicate it...

Success lies in simplicity!

93% = enthusiasm / passion

7% = words

Always remember: Keep it simple. That means: Shake, spray, feel, be happy. The greatest gift is to inspire other people.

First purchase

(recommended choices)

Business Pack Basic (500 PV) *
Business Pack Home (500 PV) *

Business Pack Giga (1000 PV) *
Business Pack Total (1500 PV) *

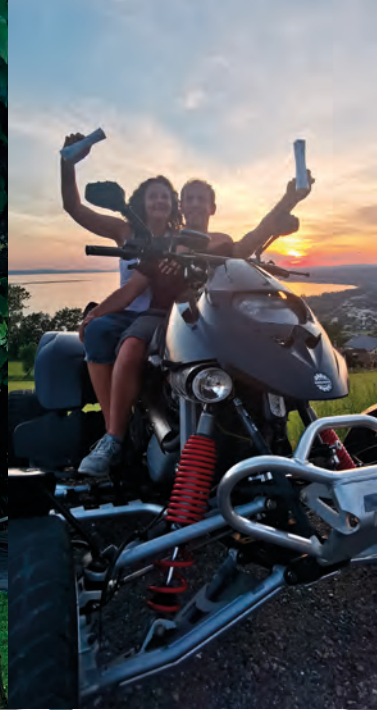
TIP: When you place your first order we recommend ordering the "Quintessence of Life" booklets from the Lavylites webshop for your future prospective customers/partners (each includes a 20€ shopping voucher).

* All prices plus country-specific VAT.

YOU CANNOT ADD MORE DAYS TO YOUR LIFE -



BUT YOU CAN ADD MORE LIFE TO YOUR DAYS!



IMPORTANT FACTS

My personal details

Your name:

.....

Start date:

.....

ID-number:

.....

Password:

.....

Upline/Sponsor:

.....

Phone:

.....

E-mail:

.....

Uplines' Upline

.....

Phone:

.....

E-mail:

.....

Upline of your Uplines' Upline:

.....

Phone:

.....

E-mail:

.....

SUCCESS-CHECKLIST FOR NEW PARTNERS

Content

The first steps

Registration and first order. Important: Show the difference between 80 PV orders and business packages and explain their advantages.

- Who are your key partners (see p. 52)
- Do they have a Success Planner?
- Define the WHY of the new partner, add them to the email distribution list, WhatsApp and Telegram groups
- Make an appointment for a training interview
- Explain AutoActivator order
- Shortly explain the back office (especially how to put a new partner into the binary tree)
- Become familiar with the products
- Become familiar with the marketing plan (see p. 52 ff)

- Sign up for the next big event
- Participate in the Zoom conferences and meetings (information by email, WhatsApp, Telegram)
- Create a success plan with the sponsor
- Stock up on books and Success Planners for your future partners

Create a calendar with appointments and plan 10-15 hours per week.

Write down the names of possibly interested people (100 names). Why is a list of names important? From each list there will be 3-4 high-ranking executives, 6-8 middle-level executives and perhaps 20 part-time employees as well as a number of customers.

Develop and maintain an entrepreneurial mindset (p. 44).



SUCCESS STARTS WITH THE RIGHT MINDSET

Success begins with "A" for attitude and ends with "Z" for zest. Albert Einstein said: "Everything is energy and there is nothing more to say about it. If you tune into the frequency of the reality you are striving for, then you cannot prevent it from manifesting. It cannot be any other way. That is not philosophy. That is physics."

When you meet successful people, the main thing you notice is: These people feel comfortable with themselves and their lives. They like what they're doing. They don't whine or complain. Whenever there's a problem, they look for a solution. They are active and future-oriented. Being successful doesn't mean having it easy. Successful people think in terms of success and concentrate their actions on what brings more success. Their ability to take

advantage of opportunities and to win people over is especially keen. From the outside, their achievements make it appear as if they simply had more luck than others. Yet they too have gone through crises and struggles like anyone else. Unlike other people, however, they don't give up. Instead, they look for solutions, for ways out, for new perspectives. Their skill lies in distinguishing what helps and what hinders them, and that's how they make their decisions.

CHECK-LIST

- On what do I focus my attention?
- Do my thoughts, words and actions coincide with where I want to go?
- Do I have feelings / thoughts of joy, love, openness, success & enthusiasm?
- Am I aware that my desired results ARE AVAILABLE / ARE POSSIBLE?
- The inner attitude is crucial.
- The ideal is to combine the inner attitude goal with the outside goal.
- The outside goal (team, money, lifestyle) is a consequence of success.
- Do I think I have the best business model / team?
- Do I know people who are looking for a change but don't know HOW they can implement it?
- What is holding me back from simply being happy?

TIP: You should focus on working hard on the points in which you haven't been able to give yourself 10 points (discuss this with your upline).

Scale 1-10 (10 is the best)				
Scale	The products	The company Lavylites	Refferal-marketing	YOU – your skills, act
1				
2				
3				
4				
5				
6				
7				
8				
9				
10				

Examples:

I shine light into the world ...

By enriching people with gratitude ... I have the need to help people and give them opportunities.

INSPIRING QUESTIONS

Look at your life from a different perspective through these questions. These are questions that stimulate you to reflect and motivate you to think outside the box. It is enough to give it some thought and let yourself be inspired, as if time and money were not important.

- Would you work at your current job if you didn't earn any money for it?
- Replace the terms 'working time' and 'leisure time' with 'life time' and ask yourself: "Is my occupation meaningful?"
- What would you do if you knew you couldn't lose?
- What are you most proud of in your life?
- In what moments are you in the flow? In which situations do you lose sense of space and time?
- Do you concentrate on what you love and enjoy doing or on what you think you should be doing?
- What is preventing you from following your heart?
- Who are the five most valuable people in your life? Do they know it? Do they really?
- Who do you admire? And why?
- Are you the person you would like to spend the rest of your life with?
- Are you afraid of what you desire? Why?
- Do you love yourself? If you don't love yourself, who will? You are the most precious thing in your life.
- When was the last time you did something that nobody expected of you (not even you)?
- What do you do differently to others?
- What is your unfulfilled passion?
- What are your passionate goals? Which ones have you already achieved?
- Do you let the opinions of others affect how you are/what you do?
- Do you change who you are just to please others?
- What else do you want to learn in your life?
- How often do you listen to your intuition / gut?
- Who are you when you are by yourself? Do the others know this aspect of you? Why not?
- What were the three best moments in your life?
- What is the ONE thing that you dearly want to do in your life?
- Who would you like to swap your life with? And why?
- If you could be anyone, who would you choose to be?

SUCCESS TIP:

Reflect and become the best version of yourself!

COMPARISON/PERSPECTIVE: MAIN JOB + NETWORK MARKETING

▶ What will my life be like in 3 - 5 years, if everything stays as it is? What will my life look like if I choose Network Marketing (NWM)?

Now	6 months	1 year	5 years	
Main job				Purchasing power in €

It is much better and more practical to work towards building a passive income, unlike most people who work for an ordinary income (swapping their time for money).

Which one do you prefer: To work 4 - 5 years for your own dreams or up to 50 years for someone else's dreams - you decide! When your passive income exceeds your expenses,

**then you have freedom of finances and time.
You have stepped off the hamster wheel of life.**

Now	6 Months	1 year	5 years	
Network				Purchasing power in €



UICKTIP

Complete this task and hang it up on a wall somewhere where it is clearly visible!

YOUR PLAN FOR SUCCESS - WITHOUT PLANNING YOU ARE ACTIVE BUT NOT EFFECTIVE!

As you can imagine, there are many before you who have walked their own personal path to success. If you learn from their successes, realistic outcomes will become reality. Lavylites and your upline offer you unique support, along with unique products and tools ([take the weekly planner into account, p. 26/27!](#))

▶ What are my short-term goals? (2-4 months)

Own reward:

- 1 Start Up/Leader?
- 2 0/2 partners (explanation p. 52)
- 3 Ø \$300 /Ø \$600 weekly
- 4 P. 57 Average income

▶ What are my mid-term goals? (up to one year)

Own reward:

- 1 Teamleader/Manager ?
- 2 3/4 partners (explanation p. 52)
- 3 Ø \$800 /Ø \$1,200 weekly
- 4 P. 57 Average income

▶ What are my long-term goals? (next 1-5 years)

Own reward:

- 1 Titanium/Rubium and higher?
- 2 6/7 partners (explanation p. 52)
- 3 Ø \$2,500 and higher weekly
- 4 P. 57 Average income



QUICK TIP

How does it feel to work for your employer for 20, 30, 50 years (and then retire with far too little money)?
To have exchanged your precious lifetime for a scant amount of money ...?

YOUR SUCCESS - DEFINE YOUR GOALS

In most cases, goal setting is done unconsciously and without specific achievements in place. However, if you precisely define your goal, the first step towards achieving your goal has already been taken.

Your goals are **S.M.A.R.T.**

Remember:

Some people plan, so they do not fail. Others fail because they do not plan.

SPECIFIC

Who, where, what, why. State your goals clear and detailed. For example: "I earn at least \$3,500 a month with Lavylites, to cover my living expenses."

MEASURABLE

Set measurable goals. This is easiest to do with your short-term goals (verifiable). Did you reach your goal? For example: "I will reach the level of team leader in three months."

ABSOLUTELY FEASIBLE

You should have big, yet achievable goals. The necessary steps to get there must be clear. Set intermediate goals. For example:

"I would like to speak to at least two people a day about Lavylites.", "I will make one private business presentation (party) per week.", "I have a one-on-one conversation per week.", "I enrol two partners per week.", "I enrol at least two new partners per month."

RELEVANT

Choose goals that bring you closer to your lifestyle. Ask yourself if your goals are aligned with what you want to achieve. For example: "I enjoy my work, I am enthusiastic about Lavylites and what I do."

TIME LIMIT

Set yourself a clear time frame for achieving your goals. The best time to start is always NOW! For example: "I will quit my current job no later than ... I will start implementing my goals immediately."



QUICK TIP

Your income grows with your mindset.



CREATE YOUR VISION-BOARD ON A 11"x 17" PAPER

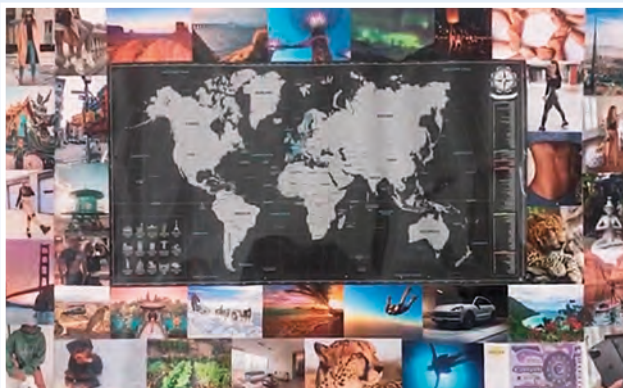
The vision board is a lifestyle plan (with set dates). Envision the movie of your HOW in your mind at least two or three times a day.

Find your dream goals from magazines and stick them on so that they are clearly visible. Visualize them over and over again.

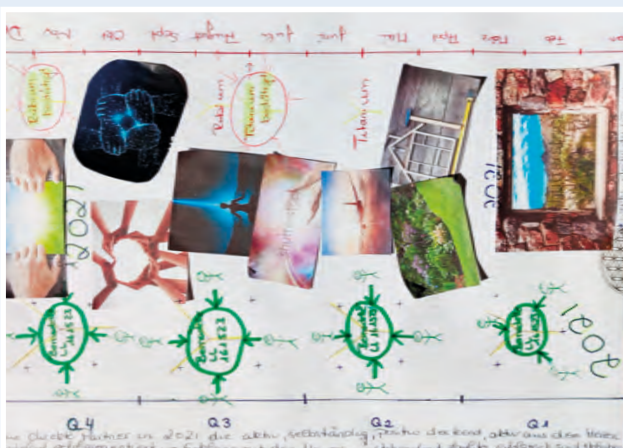
IMAGINE YOU CAN ...

- ... work wherever you want, with whom you want and when you want.
- ... live wherever you want, with whoever you want.
- ... go on vacation whenever you want, with whoever you want.
- ... drive the car you want.

CONNECT IT TO YOUR FEELINGS AND AMPLIFY IT.



MAKE YOUR OWN VISION BOARD MARKED WITH A DATE AND TILL WHEN YOU WANT TO REACH IT



QUICK TIP



Your task is to envision your "HOW-movie" two or three times a day for the next thirty days.

TO-DO LIST



▶ **PRODUCT TRAINING** Date (until when)
QUESTIONS/SPONSOR:
.....
.....
.....

▶ **BACKOFFICE** Date (until when)
QUESTIONS/SPONSOR:
.....
.....
.....

▶ **MARKETING-PLAN** Date (until when)
QUESTIONS/SPONSOR:
.....
.....
.....

▶ **DEVELOP AN ENTREPRENEURIAL MINDSET (see p. 44)** Date (until when)
QUESTIONS/SPONSOR:
.....
.....
.....

Note:
If you don't fill your time with priorities, it will be filled with irrelevant trivialities.

WEEKLY PLANNER FOR PROFESSIONALS

GOALS OF WEEK, week no. _____

How many Contacts, number: _____

How many Firstlines, number: _____

Unmet weekly goals:

How many Contacts, number: _____

How many Firstlines, number: _____

MONDAY

TUESDAY

WEDNESDAY

THURSDAY

FRIDAY

SATURDAY

SUNDAY



YOUR RELATIONSHIP & FREEDOM LIST

Create your relationship list with at least 100 names of people you know. 'Who do I know, who knows me?' All the people you have saved in your phone contacts know you. From now on, write down each person you meet, every day. **One thing is clear:** If you don't inform the people you know about your business, sooner or later someone else will – and what a shame that would be!

Who do you know, who do you really like?
Who do you want to have fun with in the next few years? (Key partner)

Who is approachable and open to new opportunities?

Who is looking for new growth opportunities in their life – personally, financially, and in terms of their health?

Who would you like to actively build something with?

Who is looking for a change in their professional activity?

IMPORTANT:

Don't judge or think for the other person; instead, see yourself as a provider of opportunity:

Who is lucky enough to be contacted next to learn about the wonderful creations and the life-improving opportunities?

This basic attitude will be of enormous support to you to constantly expand your relationship list.

Your relationship list is your most important foundation for building something big.

HAVE FUN!

**ACT now or
be ACTED upon**



Keep an "active list" and a list for "follow-ups". At every appointment / sponsorship conversation always ask for a recommendation of people who are open to better well-being, more time and more money.



YOUR SUCESS & FREEDOM LIST

(See p. 45 available to order)

Who do you know that is more successful than you? The greatest thing about your new business is all of the people you are going to meet.

- Now create your relationship list; this is the cornerstone for building your network.
- Treat your relationship list like a treasure map; it is your most important starting capital.
- Because without contacts there is no business and without business there is no recurring income.
- Create a reminder list.

WHO DO I PUT ON MY RELATIONSHIP LIST?

WHO IS MY ...

Boyfriend, girlfriend, postman, neighbor, newspaper deliverer, dentist, family doctor, naturopath, pastor, florist, lawyer, insurance agent, optician, tax advisor, member of parliament, pharmacist, veterinarian, hairdresser, baker, colleague ... etc.?

WHO SOLD ME MY...

House, car, television, suit, tie, shoes, business cards, wedding rings, cell phone, glasses, vacuum cleaner, boat, camper, motorcycle, bicycle, typewriter, computer, air conditioner, living room furniture, kitchen, lawn mower, suitcase, cosmetics ... etc. ?

WHO

... is my hairdresser?
 ... has a laundromat?
 ... has a taxi company?
 ... owns a pet shop?
 ... used to be my work colleague?
 ... lives next door or across the street?
 ... are the babysitter's parents?
 ... are our children's teachers?
 ... is the parent spokesperson in the school?
 ... was my fellow student?
 ... is the architect of our house?
 ... are my holiday acquaintances?
 ... was best man at my wedding?
 ... goes fishing, hunting, riding, running
 golfing, swimming with me?
 ... goes to the sauna?
 ... goes to the gym?
 ... goes bowling, skiing, cycling, ...?

THE APPROACH

With enthusiasm, passion and a smile.

How do I invite others?

Important: Stay authentic!

CONTACTING FRIENDS

"Hello Helga, let's get straight to the point, because I know you don't have a lot of time. I discovered an ingenious business idea - or rather, it found me :-). If I send you some information now, could you take a look at it right away? Because I need your opinion on it."

"I've found a company that's very convincing because of its benefits to others. I have the urge to provide this information to all of the people who are most important to me – regardless of what you decide to do with this information."

THE APPROACH TO AN ONLINE PRESENTATION

"Hello Dieter, I would like to invite you to an online presentation. It's about a unique opportunity that I would like to introduce to you. When are you free? Tuesday evening or Saturday morning?"

THE APPROACH ABOUT THE PRODUCT

"Hello Bettina, aren't you interested in innovative and high quality care products? I've recently been introduced to some products that will inspire you 100%, just like me ... I'm totally awed by it. I absolutely have to show you this. When do you have time? I'll be in your neighbourhood tomorrow. What suits you better, the morning or the afternoon?"

▶ QUESTIONS:

- "Are you satisfied with your current job?"
- "Can you achieve your dreams with your job?"
- "Do you have a plan to achieve your goals?"
- "Would you like to be independent with your finances and your time?"
- "Would you like to be part of a strong team?"

▶ QUESTIONS/INVITATIONS:

- "I am a modern entrepreneur with a mini franchise. Let's talk about it, I'm looking forward to it. It will be about 25 minutes long. "
- "I have two jobs: One feeds me, the other makes me rich! If you are also interested in getting rich, we can make an appointment and talk about the business." (Then tell your story ...)
- "I can now achieve more personal freedom with the freedom coaster (p. 45) and finally live my life the way I've always wanted – this is what the coaster is for.
Order at:
www.shop.teamone.team
www.kaffeetalk.com
- "I celebrate my birthday twice a year now, and I would like to invite you on ..."
How come?
"I'll tell you then, it's totally exciting!"
- "There is something to celebrate! I finally found my dream job. "
How come? I thought you work at...?
"I'll show you, it's totally exciting - we can have a beer / champagne ..."

Own notes, approaches and questions:



A series of horizontal dotted lines for writing notes, approaches, and questions.

THE INDIRECT APPROACH

How do I invite people?



**YOU ARE
INVITED!**

INDIRECT APPROACH

The indirect approach is a helpful way to get people to overcome their initial scepticism, in order to inform them about what you have to offer. This is known as going via the back door. This approach is best if you are just getting started in referral marketing. It's about simply asking people for help and advice. This strategy promotes and strengthens credibility (for example, if you are young, with little to no experience). "I'm just getting another opinion", "I just started my own business and I need someone to practice with, someone who is kind to me. Would you be able to take a look and give me feedback? It would help me a lot."

SUPER INDIRECT APPROACH

With the super indirect approach, the person in question is asked whether they know someone who could benefit from this opportunity with Lavylites (business or product). Approaching someone in this way is indirectly presenting the opportunity and making them curious about it.

"Do you know someone who would like to change their career, or would even be interested in starting their own business with a unique business idea?"

"This business is certainly not for you, but maybe you know someone who is open to the opportunity of generating a recurring income in the future?"



HOW TO FIND STARTING POINTS:

Talking about common starting points is the easiest way to get people interested.

- "What are you thinking about right now? What are you interested in at the moment?"
- "Have you ever thought about the possibility of starting your own business?"
- "If I can show you a way to improve your lifestyle and finances, how soon would you be able to take a look at it?"
- "I'm sure most people just want to achieve the best for themselves and their families. Don't you agree?"
- "Suppose you get a chance in life to achieve financial independence with a second income ..."
- "I found something that changed my life for the better. Of course I don't know if it's something for you, but I'd like to show you."
- "What would it mean for you and your family if there was a way to earn a few extra thousand dollars a month over the next two to three years?"
- "Would you be interested in learning about a home-based business that has great income opportunities?"
- "Would you like the opportunity to do what you want and not what you have to? Would that be interesting for you?"

INVITING OTHERS

This is how you find possible partners, hosts or customers - take notes during the conversation.

POSSIBILITY 1

Emotionally detach yourself from the possible result of "unintentional intention". You are not a hunter, but an ambassador and opportunity giver ...

- Someone who offers suggestions on how people can live better
- Someone who has fun and is attractive

POSSIBILITY 2

- Show passion and enthusiasm!
- Smile when you answer the phone
- Positive feelings create better results!

POSSIBILITY 3

- Strong posture - make phone calls while standing!
- Be authentic
- Practice until it is a part of you!
- Be present, with an open expression
- Be attentive and empathetic to the desires of the other person

INVITATION PHRASES

A certain "relaxed" urgency.

Flatter the prospect with an honest compliment

Example: Warm market:

"You are very successful and I am always amazed at how well you do your job." Compliments help to build relationships.

GENERAL QUESTION:

"What is it about?"

- It's about fitness, beauty and financial wellbeing
- We are an innovative company with unique, inimitable creations.
- We are active in the wellness and prevention sector - this isn't anti-aging, but uniquely slowing down the effects of aging ... and, as you know, this industry is booming like no other (it's been appearing in more and more business magazines)
- The Lavalites company – surely you've heard of it? It's about products with unique information that will soon be in every household. These are high-tech cosmetics that have received prestigious awards worldwide.

"We should definitely meet up, I don't want to keep this exciting news from you. Which day suits you best? " (E.g.: alternative questions Tuesday or Thursday ...)

QUICKTIP



Before every phone call, create positive feelings by re-reading why the product and business are simply brilliant, or by picturing your HOW-movies.

IF MORE QUESTIONS ARISE FROM INTERESTED PARTIES:

Tell your own story with enthusiasm. Why Lavylites arouse your interest ... please report briefly but enthusiastically - often less is more.

OTHER FREQUENT QUESTIONS:

"Do I have to sell something?"

"Is it a pyramid scheme?"

"Is it MLM / Network Marketing?"

"Is it NewSkin / Amway / etc.?"

YOUR ANSWER:

"Interesting, why are you asking that?"

Important: Listen carefully to the answer!

YOUR ANSWER:

"I can understand your point of view, it was the same for me, I also felt / thought that way, but what I found is so (incredibly ingenious, fantastic, unique, mind-blowing, crazy ...)"

"We absolutely have to meet so that I can show you personally.... let's get together next week. Would Tuesday or Friday suit you better? "

(Alternative questions)

SHOULD YOU HAVE SENT ONLINE INFORMATION AS AN ALTERNATIVE:

The success lies in the follow-up:

It is essential to ask. Don't wait for the prospective person to get in touch! Show up at the agreed-upon time and walk them towards the next step – make an appointment.

- Single appointment
- Private business presentation (party)
- Information event

"I can imagine that you have more questions.

That's why we should definitely meet again / you should come to the information event, because all of your questions will be answered there. We have an information event on ... at ... I'm happy to have you as my guest :-)."

THE PRESENTATION

You are now a Lavylite's ambassador and opportunity giver

IPA's = INCOME PRODUCING ACTIVITIES
(YOU SHOULD USE 80% OF YOUR TIME FOR THIS):

- Invite
- Present
- Follow up
- Educate

PRESENTATION TYPES:

- **Personal presentation**
(One-on-one) or online
- **Presentations**
at home or small groups (HomeParty)
- **Info events**

PERSONAL PRESENTATION:

to be observed ...

- Choose a neutral location (nice hotel, restaurant, ...) no loud music or overcrowded rooms, nice ambience or private at home
- Make sure that it is ONLY a presentation, it is not a training for the prospective person but rather for them to get a feeling for the products. Less is often more.
- Ask your sponsor to be there for the first appointments (appointment coordination).



QUICKTIP

Further education costs some money, but to not educate yourself further will cost you a fortune!

HOME PARTY:

Please clarify with the host:

- How should be invited (write a guest list)
- What should be prepared (drinks, snacks)
- If there are children, discuss whether they can watch a children's movie during the party
- Clarify whether the presentation works on the television (technical details, such as connections ...)

TO BRING:

- Guest list to fill out
- Price lists
- Products for demonstration
- Lemons
- Presentation video (USB stick, laptop or tablet) otherwise the presentation folder (printed PowerPoint presentation)
- Folder (products and information)
- Small present for the host

INFO EVENTS (offline / online):

Important: Use various events and bring your guests with you.

Small suggestion: These presentations are only to find out whether your guest(s) are open to learning new things.



COMMUNICATION TECHNIQUES DURING THE PRESENTATION

Who asks leads!

Concentrate on imitating successful partners and be **authentically** yourself! **Your non-verbal communication / inner attitude matters:**

See yourself as an ambassador who communicates the vision of the company's development to your guests. You can open up perspectives on where you can see the product in the future.

Dress well, like a successful person. Before the presentation, focus on your vision, and build up energy and enthusiasm inside of you! **People feel the music instead of hearing it.**

Your prospective people will "feel" you and the story that you are telling!

Verbal communication / greeting:

Establish a relationship with your guests:

"Who knows what this is about today?"

"Who already knows the concept?"

"Has anyone already had great experiences?"

Praise and acknowledge them for coming.

It should be fun, easy and relaxed.

REMEMBER:

Your guests are interested in two things:

Is this something for me, and if so, how can I benefit from it ...

Focus on the WHY instead of the HOW.

Too much "HOW" (product details, marketing details) leads to even more "HOW" questions. Convey the product benefits and the business

opportunity. Tell stories and testimonials. Short and sweet ;-).

See things from the other person's perspective:

For example, one man wants to know the following and has concerns and fears in the back of his mind: Is the company solvent and stable? Will I get support? Can I do it alongside my main job? How does the product help me?

SOLUTION:

In the course of the presentation, anticipate the answers to these hidden questions:

Mention the company's vision and stability. Show the team spirit and report positively about your upline, which is supportive.

Emphasise the sense of a part-time start. Mention the support they will get from you and the system.

Ask bold questions after the presentation:

1. "What did you like best?"
2. "Where can you see yourself?"
3. "Would you like to start spraying the product?"
4. "Would you like to take advantage of this opportunity?"
5. "Would you like to have a high income or is less enough for you?"
6. "When can we make the next appointment for your personal success planning?"

Perhaps a second or third follow-up appointment will be necessary.



QUESTION TECHNIQUES IN CASE OF OBJECTIONS:

The "I feel / I felt / I found out method.":

"I know how you feel. I felt exactly the same and thought I needed time, money, knowledge ...

Then I found out that (XY) is not important at all." Find the exact explanation in the "GoPro-book" (P. 45).

"Would you like to hear about my personal experience on this subject?"

Give examples and stories that the person can identify with!

AFTER REGISTRATION:

Maintain constant communication with your customers and partners to build good relationships! You should have fun and love your partners. Concentrate primarily on the partners who have honestly decided that they want to grow.

Put the spotlight on the leaders in your network so that they can become even more successful than you already are! The frequency of your presentations is going to determine your success.

"The following activities are effective and will bring you wealth":

1. The frequency with which you introduce the product and the opportunity to people.
2. The ability of your team partners to duplicate, following the example you are setting.

Believe in success and align your thoughts, feelings and actions only according to your desired results.

"How could things be?" This should be your predominant thought when manifesting all of your thoughts and activities!

Have fun and enjoy the process of creating a dream life!

THE QUICK START

How does a quick start work?

Plan appointments with the sponsor for 2-3 PBP (private business presentations) within approx. three weeks.

Attention: It is very important to address the audience correctly when inviting them!

The secret formula for creating wealth in this business: **Consistency!** Instruct a large group of people to consistently do some simple activities over a long period of time.

Your success is inevitable....



QUICKTIP

Use the power of the third person!
(Third person: host, sponsor or upline)



EXAMPLE INCOME STATEMENT ACCORDING TO THE "PARETO PRINCIPLE" (80/20 RULE *):

1 in 5 people that participate in your PBP are going to be interested in immediately entering the business. After 3 BPB you could already win three new people for your network: e.g. one customer and two partners.

The two new partners can then do the same – each one does three PBP within three weeks. After another three weeks, six more people will be in the structure: e.g. two customers and four partners etc.

Not everyone says yes.

→IMPORTANT: Every NO brings you one step closer to the next YES. If you receive a NO, you can cross off one on page 71. 80 NOs later, you will have around 20 new partners and customers.

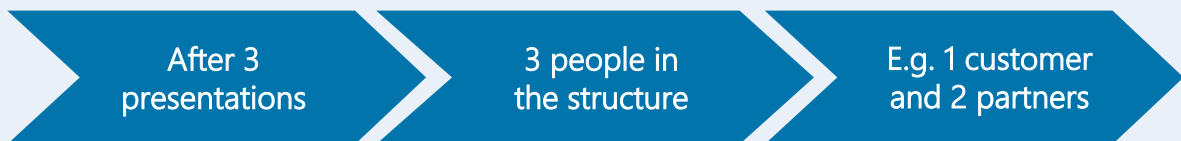
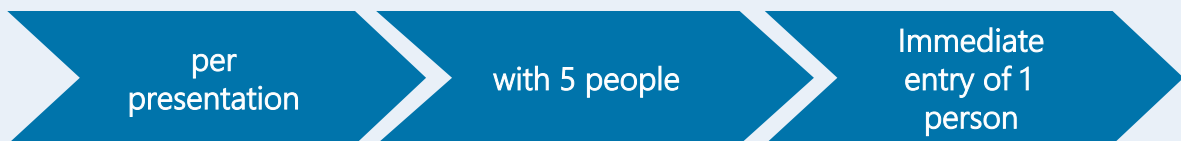
Every successful person in network marketing knows about this ...

(see at createyourlife.com/strachowitz)

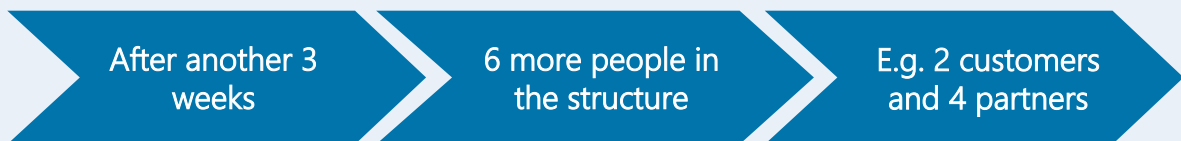


Nelson Mandela

Possible income statement



→ The two new partners use the same scheme - 3 presentations within 3 weeks



→ Total: 3 customers and 6 partners

* Your odds will be much better than 80/20 after a short time - Practice creates masters!

MINDSET OF AN ENTREPRENEUR

If you want entrepreneurial success you should switch from "thinking like an employee" to "entrepreneurial thinking".

Correct entrepreneurial thinking is essential for your success.

The real product of any business is the business itself!

You have a goal:

A functioning business with automated processes?
This often sounds very simple, but in the end it requires the right tools to actually achieve the goal.
That is the foundation of every business.

Take your chance NOW.

"If you want to fly like an eagle, don't swim with the ducks!"

You are the only person who can bring change into your life. Your ability to make decisions determines whether or not you acquire the skills and competencies that will ultimately make you an entrepreneur in great demand!

Make your decision before others do it for you!

1. Planning - success doesn't happen by chance - everything depends on the planning.

2. Focus

3. Scaling

4. Starting to ACT

5. Use of tools

6. You don't need to know everything (product explanation...) you just need to know where you can find the needed information and then pass it on. You are the average of the people you spend most of your time with.

Spend less time with thieves of dreams.

If possible, find a mentor who is already where you want to be. He will support you on your path to success!

**Make a commitment to follow this path for 1 year!
It can lead to your personal freedom!**

DUPLICATION - CYCLE OF SUCCESS

How does our business work?

What needs to be done over and over again from now on?

CYCLE OF SUCCESS ① – ⑨ follow all the steps = guaranteed success!



Unconsciously we recommend something every day. For example, we tell a friend that we bought a great product and recommend it to her, or we went to a movie theater and tell our friends how great the movie was and that they really need to watch it, too.

The difference between referral marketing (our business) and our daily communication with referral is simply that we earn something through this referral and motivate other people to share their enthusiasm. Classic recommendation marketing is in no way related to selling.

“How does someone else profit from my existence?” (Karl Pils, author and coach)

“How does someone else profit from my experience with Lavylites?”

We see ourselves as an opportunity giver and ambassador of Lavylites.

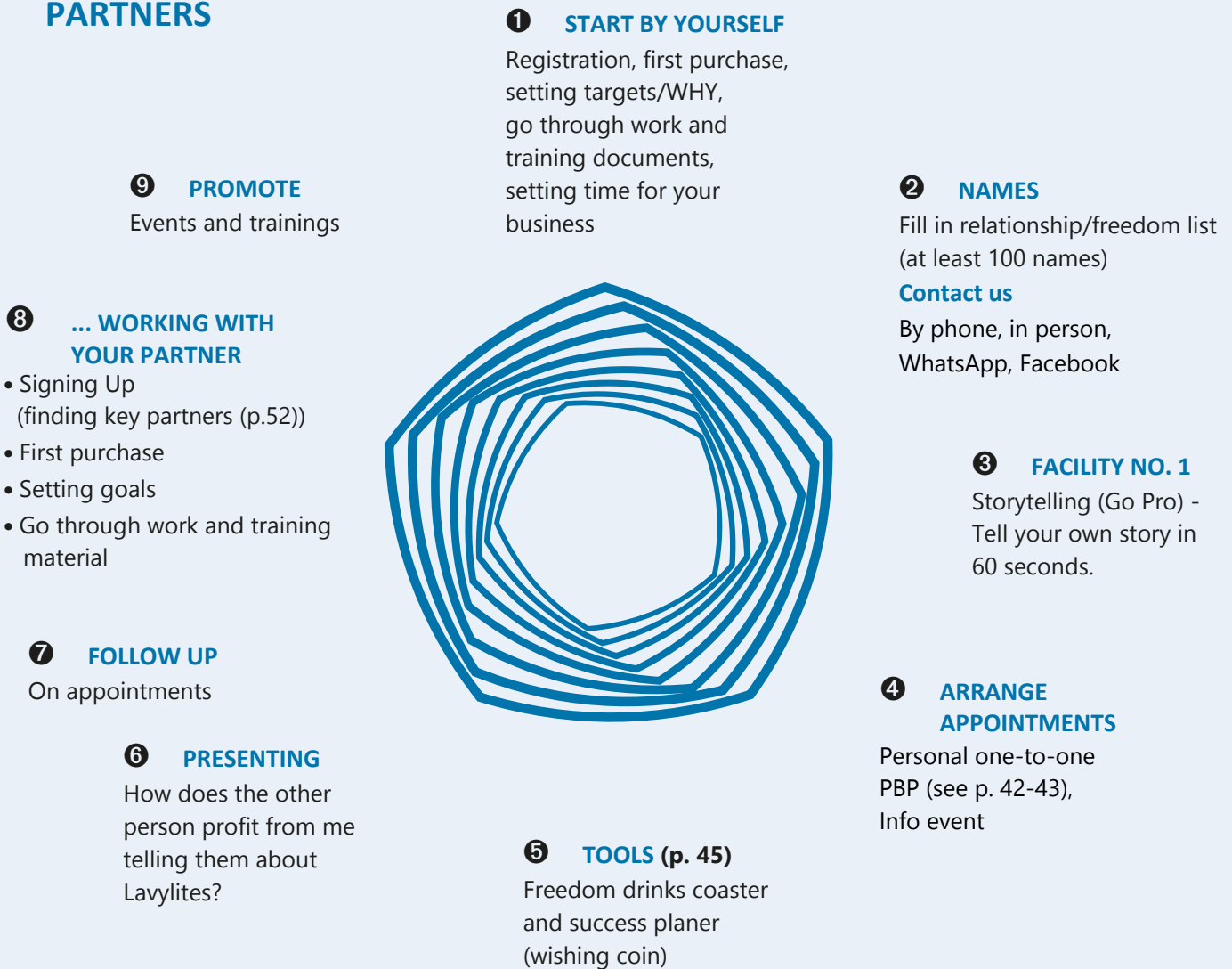
THE PAYMENT PLAN OF LAVYLITES

HOW YOU CAN PLAN YOUR RESULTS!

The Lavylites compensation plan (referred to as the "bonus system") is one of the best in the industry, according to an experienced and successful networker. This is a so-called hybrid plan, i.e. on the one hand there is a "binary tree" and on the other a "sponsor tree". While you can find the binary tree displayed in the "Backoffice" you will find your sponsor tree displayed as a list under "Structure".

CYCLE OF SUCCESS

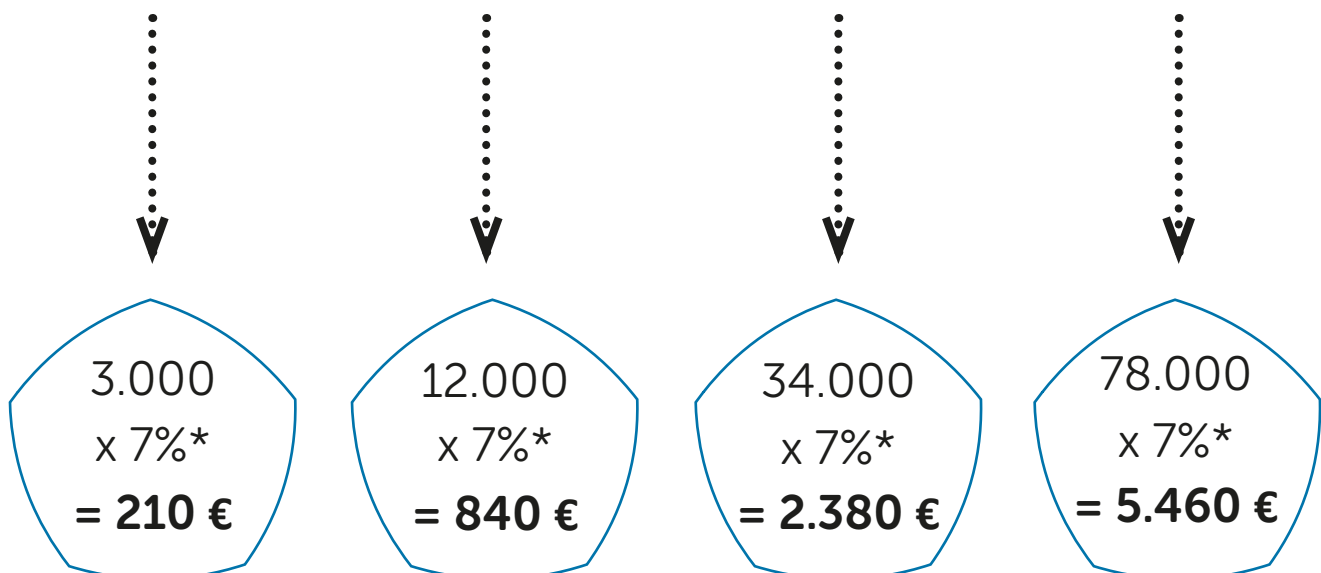
SIGN UP NEW PARTNERS



THE POWER OF DUPLICATION OF TIME AND MONEY

The best way to earn money is to use leverage!

2	3	4	5
x2	x3	x4	x5
=4	=9	=16	=25
x2	x3	x4	x5
=8	=27	=64	=125
x2	x3	x4	x5
=16	=81	=256	=625
<hr/>	<hr/>	<hr/>	<hr/>
30	120	340	780

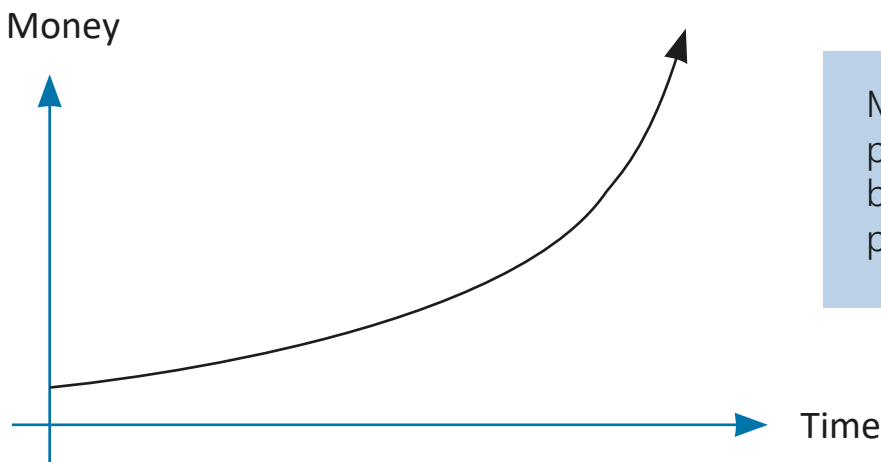


EXAMPLE:

◊ 100€ turnover mtl. at least 7% bonus
(through different bonus types)

* Even more, depending on your position

MONEY AND TIME DEVELOPMENT OF NETWORK MARKETING



Many overestimate what is possible in the beginning, but underestimate what is possible in the long run!

REGULAR JOB:

- Ø 40 hours / week
- Ø until pension
- Ø 40 - 50% of final wage as pension

NETWORKERS (with duplication)

Ø 15 hours / week

for 30 people	= 450 hours + own 15 hours
for 120 people	= 1,800 hours + own 15 hours
for 340 people	= 5,100 hours + own 15 hours
for 780 people	= 11,700 hours + own 15 hours

This means: Exponential growth ensures that more and more hours are “worked” in your network and this consequently leads to more and more money, even if you only work your own 28-day qualification.

FACTS ABOUT THE NETWORK MARKETING INDUSTRY

Personal experience and extensive research by Dieter Rauer

Would you like to work in an industry that has produced the most self-made millionaires in the world?

An industry that has been around for almost 70 years and that has an annual growth rate of 3-4%?

An industry in which more than 120 million people work worldwide, either full-time or part-time, mostly from home?

An industry whose system has been taught at universities and colleges around the world for over 40 years?

An industry that had a turnover of almost 200 billion dollars in 2019 – which is more than double of what the film and music industries generate together!

An industry that is varied and interesting like no other?

An industry in which everyone has the same opportunities for success, regardless of gender, race, religion, education, etc.?

A sector/industry recommended by many chambers of industry and commerce?

Do you already know what a booming, ingenious sector/industry it is?

It is (still) the most neglected sector in Europe – recommendation marketing. It is also known as:

- Networking
- Network marketing
- MLM
- Mini-franchise without fees for anyone
- Entrepreneurs of the new era – however without the common disadvantages for entrepreneurs, such as high initial investment, employee wages, manufacturing facilities, spatial constraints, etc.

Are you aware that you have been networking since childhood, both consciously or unconsciously? Yet until now you've probably never received any money for it?

➔ Brand clothing, cinemas, restaurants, cars, and holidays are just a few examples.

Business people consciously recommend things they are convinced by!
They get paid for their recommendations! That's right.

In the end, the cinema owner, the restaurant operator, the car dealership, and the travel agency gain new customers through your recommendations, without having to search for them through expensive and often ineffective advertising campaigns.

This creates a WIN-WIN situation for both sides!

This is exactly what you can do from now on. Millions of people from all over the world are already getting paid for their recommendations.

This can be very lucrative!

Wouldn't it be great to get money for something you've already been doing?

Welcome to recommendation marketing, which many renowned business experts say is the

Business of the 21st century!

But in order to be really successful in recommendation marketing, you should plan your success – that is what every successful person has done and it saves you a lot of time and effort! Do you want to know how to do this quickly, efficiently and easily?

With your (free)* Success Planner! Successful partners in this industry use the planner, and it has already been proven a thousand times over to be a successful system. It's as simple as imitating what successful people have already been doing. Just do as they do...

The Success Planner is a one-on-one guide to success in which you can find what to do, step by step.

With this tried and tested path / plan you can be free in both your finances and your time in just a few years. Are you ready for freedom?

If not, then it's like a spent arrow. This lucrative, simple and ingenious chance at success is gone, never to return. Your life inside the hamster wheel continues.

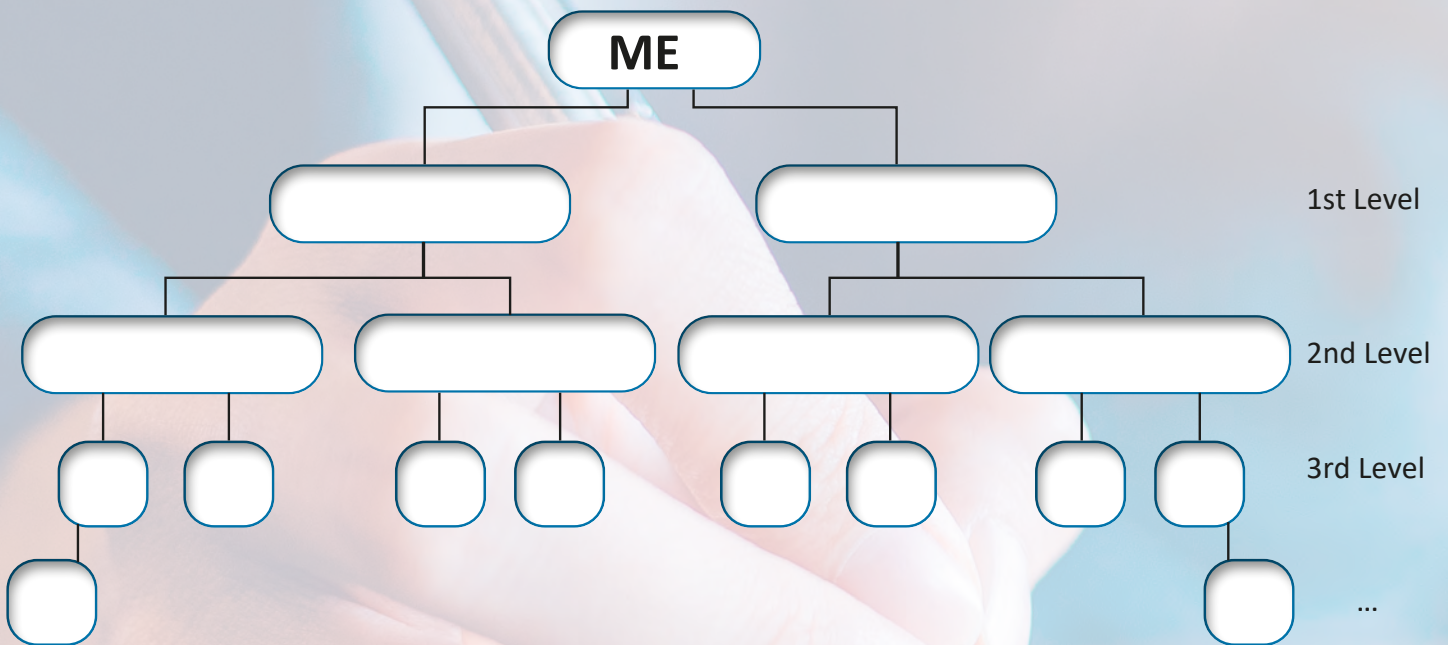
But **if you are**, then welcome on your adventure journey into freedom, both financially and of time. All your dreams can finally come true. Let us take the first step of the journey towards success!

*Your sponsor/host will gift it to you, as they know how important a success plan is.

YOUR SUCCESS TEAM

The foundation for your global consumer and success network.

BINARY TREE



Enrol two people and help them enrol two more people! And so on...

You only need 8 partners/key partners to build your network and to reach the career/salary peak.

Thinking in key partners:-) Explanation on p. 56)

1st key partner:

2nd key partner:

3rd key partner:

4th key

partner: ...

...

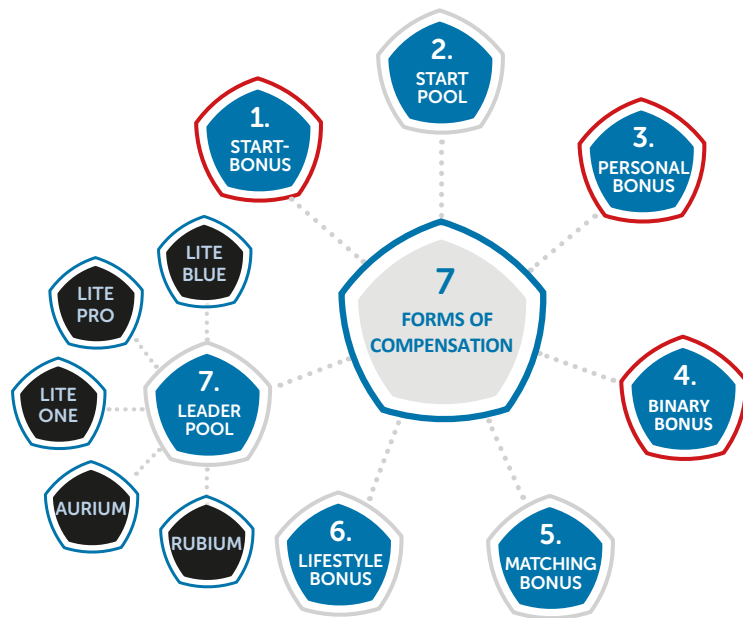
THE DIFFERENT TYPES OF BONUSES

7 different bonus types are distributed every week to customers with the status "active"*

The most relevant bonus types in the first two years are:

- 1. START BONUS
- 3. PERSONAL BONUS
- 4. BINARY BONUS

Settlement: Every Monday, midnight
 Commission settlement: 5-7 days later



*active= Personal turnover every 4 weeks for at least 100PV (1 PV = 1 Euro net), leading the position of LEADER of 200 PV

In the first two to three years, the bonus types outlined in red are the most important. The billing of the revenues from the above binary and sponsor tree takes place every week. The bonus (=commission) is also paid weekly. A business week always starts on Tuesday at 12am and ends on the following Monday at 11:59pm. The bonus is usually distributed on Friday.



An "personal activity" is required in order to receive bonuses (=commissions).

THE “PERSONAL ACTIVITY”

“Active” = A personal turnover of at least 100 PV leads to a “bonus entitlement” of 4 business weeks (= 4 invoices) calculated from the beginning of the business week (= Tuesday).

Example:



Or to put it another way: For only 100 EUR net a month, you can maintain your entire business and get the wonderful products too. In what other business would this be possible?

To be eligible for the different types of bonuses, the status of your own “activity” must be fulfilled:

“Active” = A minimum order of 100 PV every 28 days (from LEADER 200 PV)

- Entitlement to receive all types of bonuses
- Preservation of non-billable CVs
- **Recommendation:**
Configure AutoActiver



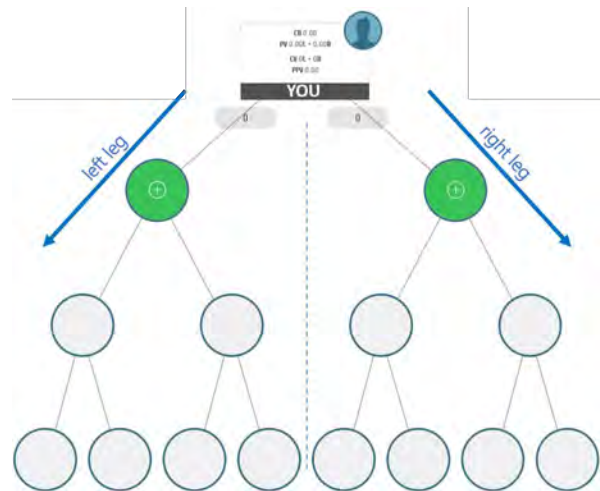
Applies to ALL 7 BONUS TYPES!

Unlike a traditional company, Lavylites doesn’t make decisions about your future career or promotion. This is linked to fixed metrics, so you can plan your career very precisely. BUT: Always look for your next career step. Ask yourself what you need to achieve the next level. Then work towards reaching this target!

THE BINARY TREE

After your first order, your **binary tree*** will be created with you in the top position.

- Below you, your binary tree branches into a right leg and a left leg.
- New members with your Sponsor ID can be placed on the green positions.
- The sales of your right and left leg are summed up separately up to your position.
- You will receive a bonus depending on the turnover of your two legs.
- The more symmetrical the turnover is between the two legs, the higher will be your bonus/ binary bonus.



The basic principle of network marketing is duplication Find "2" and help them find another "2" ...

*Binary means that the tree splits into exactly two "branches" (called legs) underneath you.

THE LAVYLITES BONUS SYSTEM

- ... holds potential earnings of a medium-sized company for everyone.
- ... is defined only on the basis of 5 key figures!

- 1. PV** = Point volume (sales) of the current business week (Tue 12am to Mon 11:59pm) consisting of first and subsequent orders of the right leg (PV R) and left leg (PV L). Those are zeroed at the beginning of a new business week.
- 2. PPV** = Personal point volume (turnover) of the current business week, own order.
- 3. CV** = (c) Cumulative (accumulated) volume (turnover) from follow-up orders of the right leg (CV R) and left leg (CV L). Continued under "Activity" if not billable.
- 4. NoP*** = Number of directly sponsored members with a qualification status of at least "PARTNER" in the current business week.
- 5. CB** = Binary points from the weak leg (10% bonus on max. 100,000 PV)

→ All 7 bonus types are derived from these 5 key figures.

*own definition



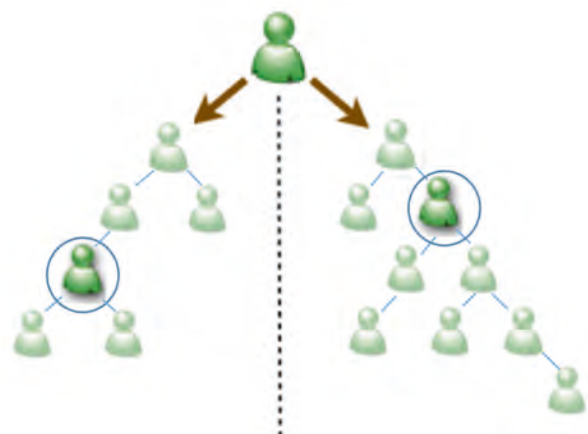
HOW DO YOU BECOME A PARTNER?

The partner is the key position of the earnings plan. Each level from the position Leader (two partners) requires one more partner and more turnover. The marketing plan is structured in such a way to ensure that there is always one more partner needed, up to the position of Aurium (8 partners).

See the table on page 57.

CONDITIONS FOR ACHIEVING PARTNER STATUS

In addition to one's own active status (100 PV or 200 PV from position of leader) the following must also be fulfilled: One who is directly sponsored and with at least one 100 PV every 28 days "active" member in the right and left leg. This could be the same member every week – but it doesn't have to be. If there are at least 500 PV in the left and right leg, you have achieved the status of Partner (regardless of whether it is a re-order or first order).



THE AVERAGE INCOME

The different stages

Lite Blue	not yet reached by anyone	
Lite Pro	25.000 \$ – ... \$	per week
Lite One	12.000 \$ – 25.000+ \$	per week
Aurium	6.000 \$ – 12.000+ \$	per week
Rubium	3.900 \$ – 6.000+ \$	per week
Titanium	1.900 \$ – 3.900+ \$	per week
Senior Manager	1.200 \$ – 2.300+ \$	per week
Manager	900 \$ – 1.400+ \$	per week
Team Leader	500 \$ – 1.300+ \$	per week
Leader	300 \$ – 800+ \$	per week
Start Up	up to 300+ \$	per week
Partner	up to 200+ \$	per week
Member	up to 150+ \$	per week

THE MARKETING PLAN

Increasing bonus

Qualification level	Activity value (PV)	Sales in the weaker leg (PV)	Number of direkt partners	In the binary tree
LITE BLUE	160	400 000 * <small>According to the structure – a maximum of 100.000 per side</small>	8	People directly sponsored in both legs (at least PARTNER)
LITE PRO	160	200 000 * <small>According to the structure – a maximum of 75.000 per side</small>	8	People directly sponsored in both legs (at least PARTNER)
LITE ONE	160	120 000 * <small>According to the structure – a maximum of 50.000 per side</small>	8	People directly sponsored in both legs (at least PARTNER)
AURIUM	160	40 000 <small>According to the binary tree</small>	8	People directly sponsored in both legs (at least PARTNER)
RUBIUM	160	20 000 <small>According to the binary tree</small>	7	People directly sponsored in both legs (at least PARTNER)
TITANIUM	160	11 000 <small>According to the binary tree</small>	6	People directly sponsored in both legs (at least PARTNER)
SENIOR MANAGER	160	7 000 <small>According to the binary tree</small>	5	People directly sponsored in both legs (at least PARTNER)
MANAGER	160	4 000 <small>According to the binary tree</small>	4	People directly sponsored in both legs (at least PARTNER)
TEAM LEADER	160	2 500 <small>According to the binary tree</small>	3	In both legs 100-100 PV from directly sponsored people
LEADER	160	1 500 <small>According to the binary tree</small>	2	In both legs 100-100 PV from directly sponsored people
START UP	80	800 <small>According to the binary tree</small>		
PARTNER	80	400 <small>According to the binary tree</small>		
MEMBER	40			

*(PV) both sides of the binary tree without spillover. Partner explanation on p. 56

THE QUALIFICATION STEPS

THE HIGHER THE QUALIFICATION, THE HIGHER THE BONUS!

- The distribution of the various bonuses happens weekly.
- One business week goes from Tuesday 12am to Monday 11:59pm
- **The qualification level reached on Mondays at midnight determines the level of the**
 - **STARTBONUS**
 - **MATCHING BONUS**
 - **LIFESTYLE BONUS**
 - **LEADER POOL**
- The higher the qualification level, the higher the bonus.

"Most people don't have the patience to build up their own business on a part-time basis for three years in order to be financially independent.

But they have the patience to do the same job 40 hours a week, for 40 years, in order to receive 40% of their income as pension."

IMPORTANT: ALWAYS THINK IN TERMS OF PARTNERS! (Partner explanation on p. 56)

LEADER = 2 directly sponsored people with partner status and 1,875 PV on both sides.

TEAM LEADER = 3 directly sponsored people with partner status and 3,125 PV on both sides.

MANAGER = 4 directly sponsored people with partner status and 5,000 PV on both sides.

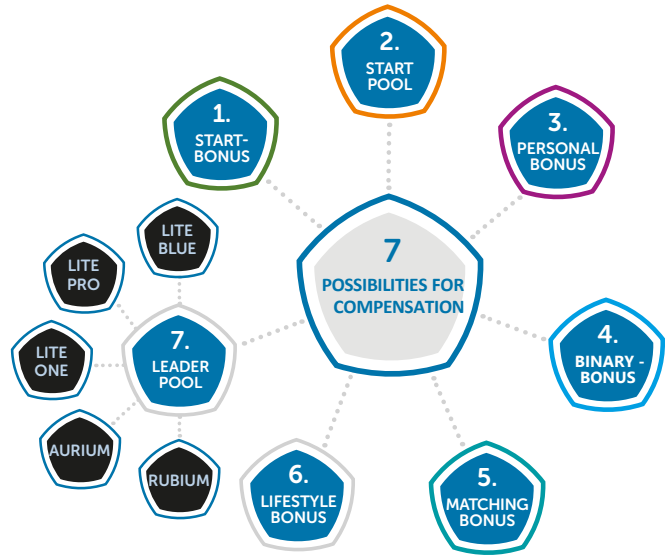
and so on . . .



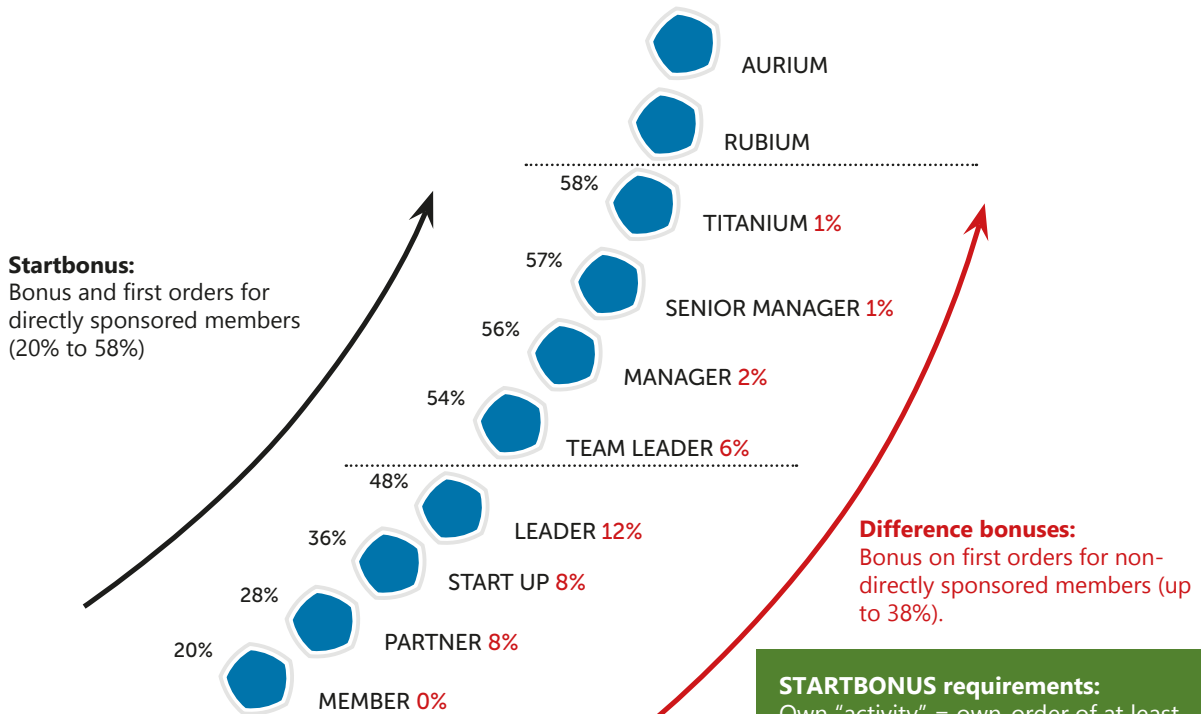
BONUS TYPES

1. STARTBONUS

The STARTBONUS is usually the most important bonus for the first 1 – 2 years of your Lavylites business, because you receive it on the first orders of all people who have created a customer account with LITE your Sponsor ID (“Direct”). In addition, you will receive a DIFFERENCE START BONUS on all first orders of your sponsor tree (“downline”) if your qualification level is higher than the highest qualification level of the corresponding “line”.



- The amount of the STARTBONUS depends on your **qualification level**.
- On all **first orders** from people who have registered with **your Sponsor ID**, you receive between **20% and 58%** of the net order volume.
- For all **first orders** of people from your **downline** that are **not** sponsored by you, you get the difference to the sponsor’s qualification level (**0% to 38%**).



STARTBONUS requirements:
Own "activity" = own-order of at least 100/200 PV in a 28-day period.

THE START-BONUS

Business Pack with 500 PV

Status	Own PV*	Number of direct business-partners	Own level	Bonus in %	Bonus in €								
always active within 28 days	200	6	Titanium	1	5,00	5,00	5,00	5,00	5,00	5,00	5,00	5,00	290,00
	200	5	Senior Manager	1	5,00	5,00	5,00	5,00	5,00	5,00	5,00	285,00	
	200	4	Manager	2	10,00	10,00	10,00	10,00	10,00	280,00			
	200	3	Team Leader	6	30,00	30,00	30,00	30,00	270,00				
	200	2	Leader	12	60,00	60,00	60,00	240,00					
	100	-	Start Up	8	40,00	40,00	180,00						
	100	-	Partner	8	40,00	140,00							
	50	-	Member	20	100,00								
Sum is always 58%				58	290,00	290,00	290,00	290,00	290,00	290,00	290,00	290,00	290,00

*for maintaining an active status

Business Pack with 1000 PV

Status	Own PV*	Number of direct business-partners	Own level	Bonus in %	Bonus in €								
always active within 28 days	200	6	Titanium	1	10,00	10,00	10,00	10,00	10,00	10,00	10,00	10,00	580,00
	200	5	Senior Manager	1	10,00	10,00	10,00	10,00	10,00	10,00	10,00	570,00	
	200	4	Manager	2	20,00	20,00	20,00	20,00	20,00	560,00			
	200	3	Team Leader	6	60,00	60,00	60,00	60,00	540,00				
	200	2	Leader	12	120,00	120,00	120,00	480,00					
	100	-	Start Up	8	80,00	80,00	360,00						
	100	-	Partner	8	80,00	280,00							
	50	-	Member	20	200,00								
Sum is always 58%				58	580,00	580,00	580,00	580,00	580,00	580,00	580,00	580,00	580,00

*for maintaining an active status

Business Pack with 1500 PV

Status	Own PV*	Number of direct business-partners	Own level	Bonus in %	Bonus in €								
always active within 28 days	200	6	Titanium	1	15,00	15,00	15,00	15,00	15,00	15,00	15,00	15,00	870,00
	200	5	Senior Manager	1	15,00	15,00	15,00	15,00	15,00	15,00	15,00	855,00	
	200	4	Manager	2	30,00	30,00	30,00	30,00	30,00	840,00			
	200	3	Team Leader	6	90,00	90,00	90,00	90,00	810,00				
	200	2	Leader	12	180,00	180,00	180,00	720,00					
	100	-	Start Up	8	120,00	120,00	540,00						
	100	-	Partner	8	120,00	420,00							
	50	-	Member	20	300,00								
Sum is always 58%				58	870,00	870,00	870,00	870,00	870,00	870,00	870,00	870,00	870,00

*for maintaining an active status

2. START POOL

Lavylites distributes 2% of its weekly turnover from follow-up orders among all active individuals of the qualification levels:

MEMBER, PARTNER, START UP and LEADER

who have enrolled **at least 2 new people** in the respective business week with an approved initial order of **at least 100 PV**.

For 2 new people there is 1 "share"

For 3 new people there is 1 "share"

For 4 new people there are 2 "shares"

For 5 new people there are 2 "shares"

...

The value of a share is variable and is between 25 and 35 €

3. PERSONAL BONUS

To keep your business "going", an "activity" of 100 PV or 200 PV is required every 28 days from the Leader level. Please use the AutoActivator for this and secure a 20% refund for your own orders for an amount exceeding 100 PV. However, even if your own activity is only 100 PV, the AutoActivator provides absolute security, as its automatic ordering function every 28 days ensures that you don't lose any accumulated CVs (which are important for the binary bonus, see point 4).

PERSONAL BONUS = With every order you place with the AUTOACTIVER you will receive a bonus of 20% on the value exceeding 100 PV.

EXCEPTION: Your own first order!

Example:

Order through the AUTOACTIVER for 200 PV

→ PERSONAL BONUS = $(200 \text{ PV} - 100 \text{ PV}) \cdot 20\% = 20$ bonus points

→ After an initial setup **the AUTOACTIVER triggers an automatic order every 28 days.**

→ The composition of this automatic order can be changed at any time.

→ The AutoActivator can be switched off at any time.

The AutoActivator ensures that no CVs are lost and that permanent bonus entitlement is guaranteed!

4. BINARY BONUS

The **BINARY BONUS** is paid on follow-up orders and represents the true passive income at a later date. No qualification levels are required for the **BINARY BONUS**. The **BINARY BONUS** is defined as follows:

BINARY BONUS = 10% of the turnover of the "weaker leg"

The **BINARY BONUS** is calculated weekly from the separate sales from follow-up orders of the right and left leg. In the binary tree, these transactions are displayed as CV L (left leg) and CV R (right leg).

Example:

Turnover from follow-up orders in the right leg: 5,000 CV R

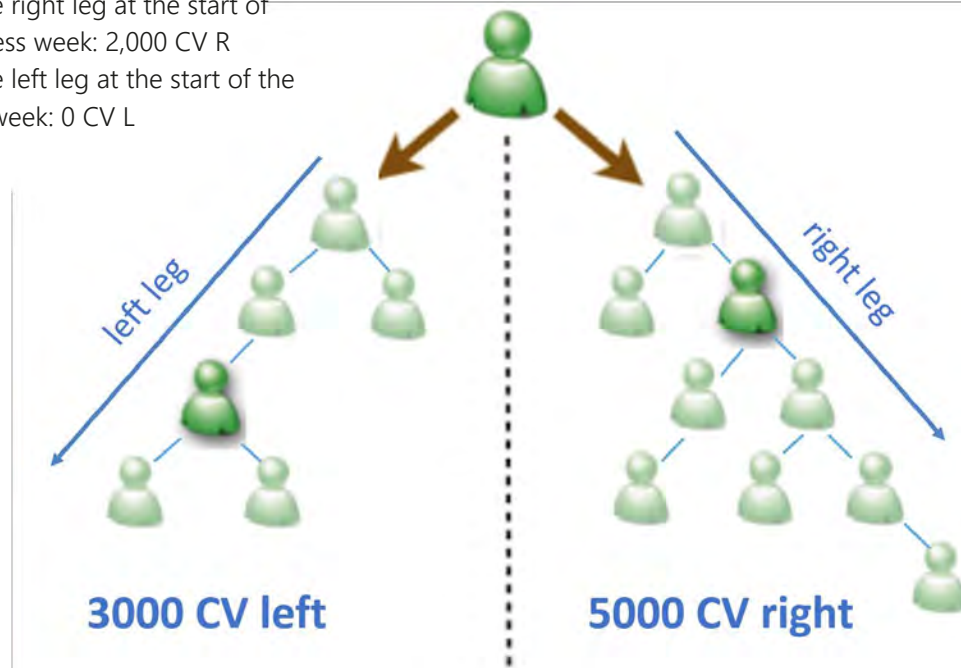
Turnover from follow-up orders in the left leg: 3,000 CV L

→ The left leg is the "weaker" leg

BINARY BONUS = 3,000 CV left * 10 % = 300 USD

→ Revenue of the right leg at the start of the new business week: 2,000 CV R

→ Revenue of the left leg at the start of the new business week: 0 CV L

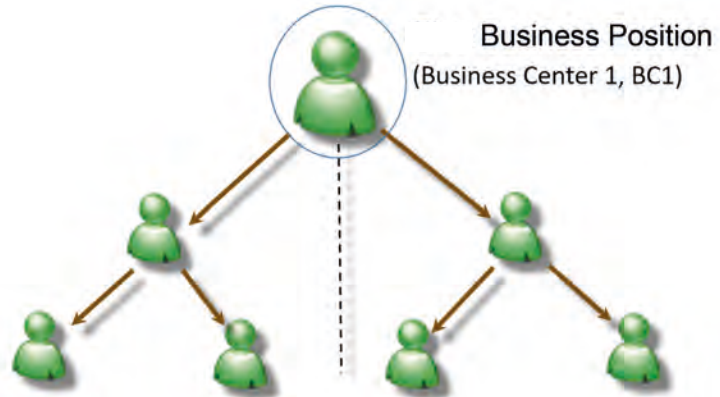


The "weaker" leg means the leg with the lower CV value, i.e. either CV L or CV R. Here, by the way, it becomes noticeable whether you started with a business package or not, because a business package allows you to bill the **BINARY BONUS** three times at a later date. In the beginning, you only have one position in your **BINARY TREE**, called Business Center 1.

Note: First orders are not included in the binary bonus.

FIRST ORDER: at least 100 PV

- The binary tree always has only one "weaker" leg (either the right or the left leg).
- The **BINARY BONUS** can only be billed once because the first order is not a business package (500, 1000, 1500 PV).



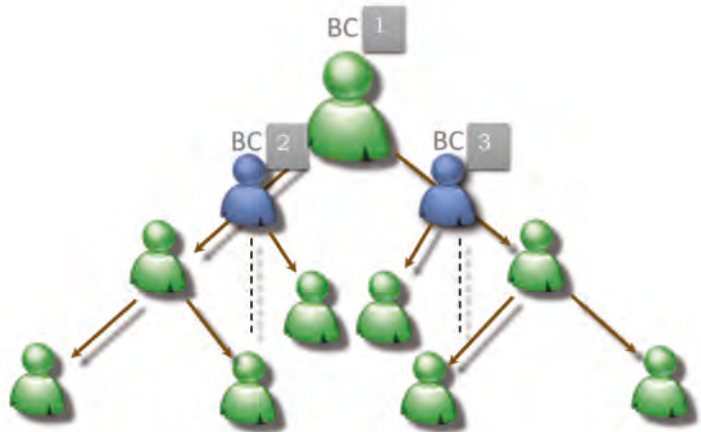
FIRST ORDER: at least 500 PV

If you started with a BUSINESS package* (at least 500 PV) and had a turnover in the weaker leg of 25,000 CV or more, twice in a row, you will gain two more positions with your name, called BC2 and BC3.

- The turnover of the left leg now accumulates both BC1 and BC2.
- The turnover of the right leg now accumulates both BC1 and BC3.

BC2 and BC3 each receive an unoccupied leg, which can now be set up.

The **BINARY BONUS** can be billed three times because the first order was a business package!



**BINARY BONUS = 10% of the turnover of the "weaker" leg of BC1
 + 10% of the turnover of the "weaker" leg of BC2
 + 10% of the turnover of the "weaker" leg of BC3**

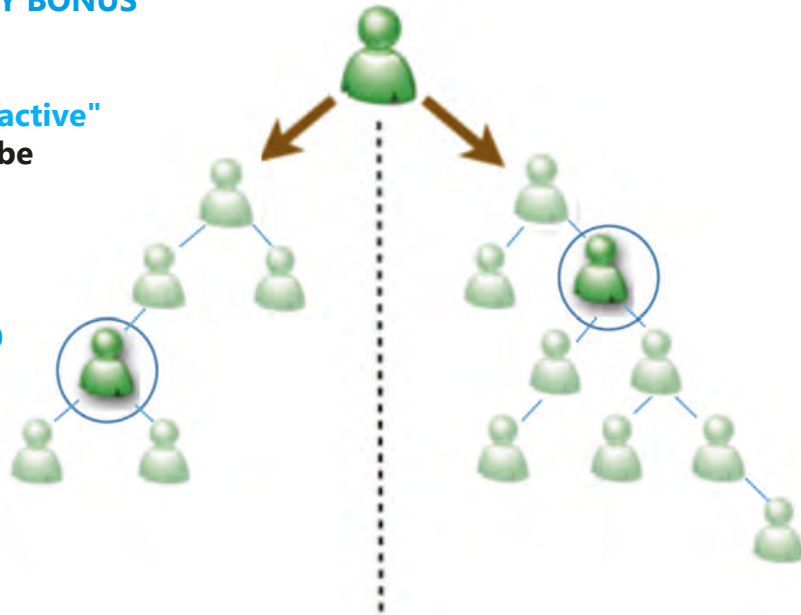
It is every sponsor's duty to convey this information to their new prospective people. As long as you stay active, you won't lose any accumulated CVs.

**Prefabricated package, not freely configurable!*

Conditions for the BINARY BONUS

In addition to your own "active" status these also need to be fulfilled:

One directly sponsored member each with at least 100 PV every 28 days, one in the left and one in the right leg.



This condition applies to the **payment** of the BINARY BONUS. If this condition is not met, yet you still have your own activity, the CVs are carried over to the next week (otherwise, they will be deleted).

5. MATCHING BONUS

The **MATCHING BONUS** also means "adjustment bonus". Compared to the **START BONUS** and **BINARY BONUS**, it cannot be read directly from the PVs or CVs, and can be calculated in advance. This bonus is paid out after reaching the level of **TEAM LEADER**.

Lavylites pays 58% on all first orders and 55% on all follow-up orders worldwide. This includes the **PERSONAL BONUS**, **BINARY BONUS**, **LIFESTYLE BONUS**, **LEADER POOL**. Should these bonuses be combined e.g. only account for 51.8% of sales from follow-up orders, then the **MATCHING BONUS** pot will contain 3.2% in total. Your share in this **MATCHING BONUS** pot depends on your qualification level, the qualification levels in your sponsor tree and the **BINARY BONUS** distributed in your sponsor tree.



QUICKTIP

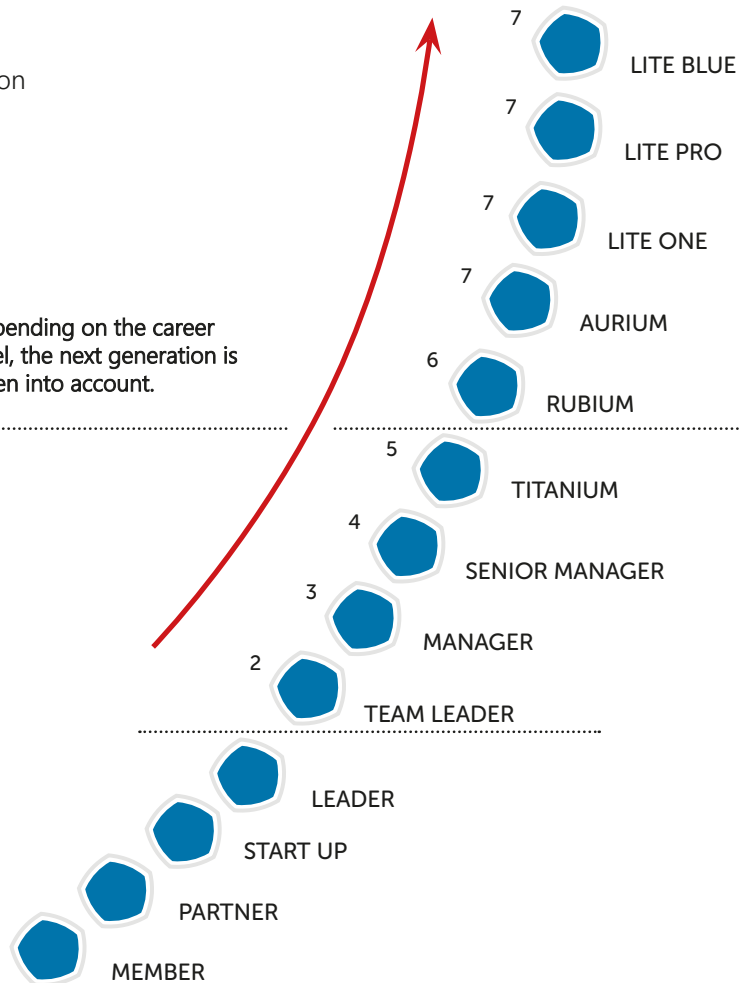
In order to take full advantage of all the possibilities of the marketing plan it is recommended to start with a business package!

The "generations" * ...

Billable "generations" depending on the qualification level from TEAM LEADER level:

- TEAM LEADER: 2
- MANAGER: 3
- SENIOR MANAGER: 4
- TITANIUM: 5
- RUBIUM: 6
- AURIUM: 7
- LITE ONE: 7
- LITE PRO: 7
- LITE BLUE: 7

Depending on the career level, the next generation is taken into account.



*** generation:**

The higher your qualification level, the "deeper" the calculation of your share of the MATCHING BONUS will be in your sponsor tree. This depth is given in the form of so-called "generations". One generation always extends to the next LEADER in the line of your sponsorship tree. The distributed MATCHING BONUS is added up for each generation and multiplied by a set factor.

- 1. Generation: 30%
- 2. Generation: 20%
- 3. Generation: 10%
- 4. Generation: 10%
- 5. Generation: 10%
- 6. Generation: 10%
- 7. Generation: 10%

Therefore, there can be 100 or more levels until the seven leaders in your line are reached.

The MATCHING BONUS is shown to you in detail every week (in the backoffice under "Billing").

6. LIFESTYLE BONUS

The **LIFESTYLE BONUS** is paid after reaching the fully qualified **MANAGER** level (= reached 4 weeks in a row) and represents a kind of pension payment. There are no specific PVs for the **LIFESTYLE BONUS**, only the achievement of the corresponding level. If, for example, you don't reach the **MANAGER** position during one week, the bonus will not be paid for that specific week, but will be paid again immediately after when **MANAGER** level is reached again. The **Lifestyle Bonus** is only paid out for the fully qualified level in the respective billing week.

75.00 €/week for the MANAGER level	187.50 €/week for the TITANIUM level
125.00 €/week for the SENIOR MANAGER level	250.00 €/week for the RUBIUM level
	(various)

(= reached once in 4 weeks in a row, afterwards when reaching the levels)

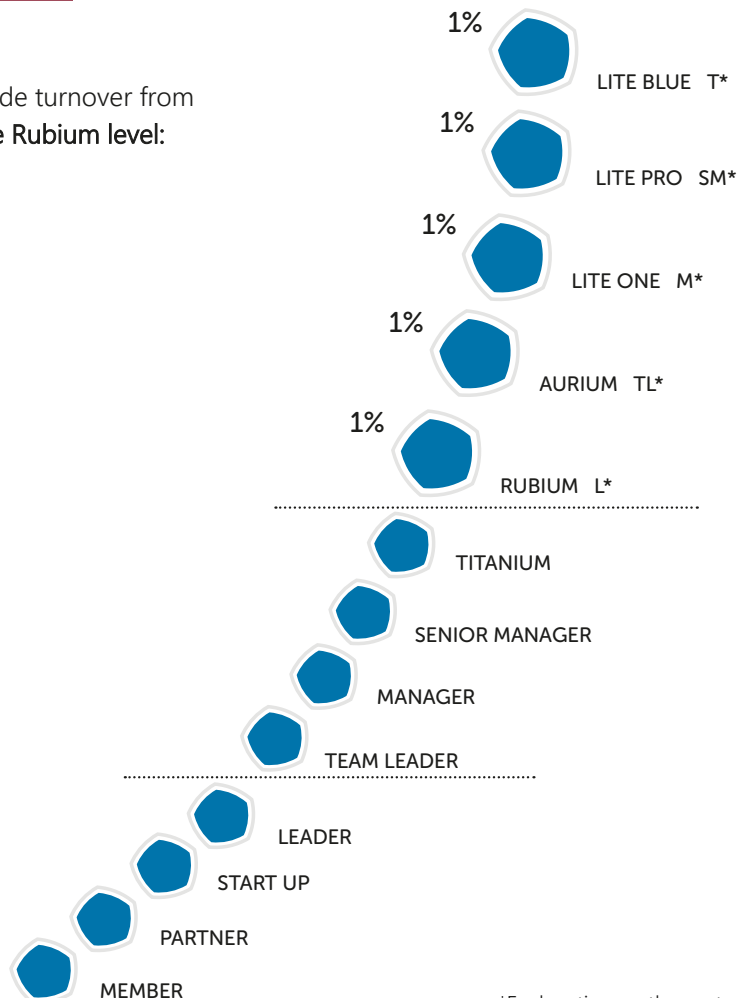
7. LEADER POOL BONUS

Lavylites distributes 5% of its worldwide turnover from follow-up orders to partners **from the Rubium level**:

- RUBIUM: 1%
- AURIUM: 1%
- LITE ONE: 1%
- LITE PRO: 1%
- LITE BLUE: 1%

being confirmed

- RUBIUM** 2 times in 3 weeks
- AURIUM** 3 times in 4 weeks
- LITE ONE** 4 times in 6 weeks
- LITE PRO** 6 times in 8 weeks and
- LITE BLUE** 8 times in 10 weeks.



*Explanation on the next page.

The calculation of the **personal share** of this 1% is based on the achieved **minimum qualification level** of the direct lines within **your sponsor tree** (= own downline, **not** binary tree).

- *RUBIUM: direct lines with at least **LEADER level**
- *AURIUM: direct lines with at least **TEAM LEADER level**
- *LITE ONE: direct lines with at least **MANAGER level**
- *LITE PRO: direct lines with at least **SENIOR MANAGER level**
- *LITE BLUE: direct lines with at least **TITANIUM level**

.....

Example: RUBIUM

ASSUMPTION 1: Total Lavylites sales from follow-up orders in one business week = EUR 1,000,000 *

→ **1% share for all partners with RUBIUM level: 1% x 1,000,000 € = 10,000 €**

ASSUMPTION 2: A total of 10 partners achieve the RUBIUM level in the accounting week*,

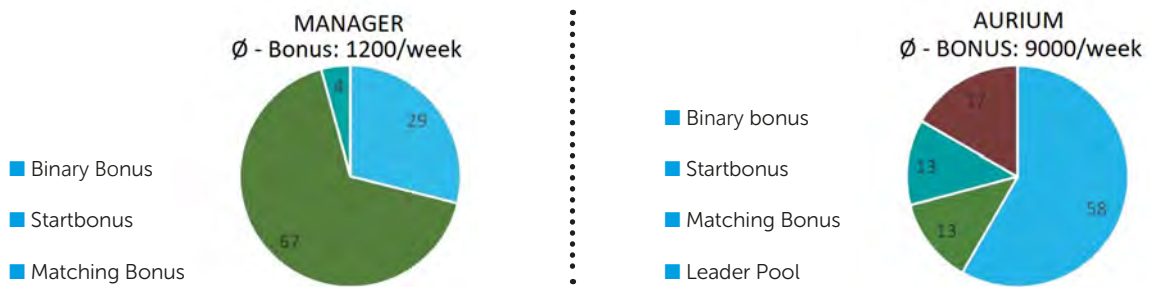
ASSUMPTION 3: These 10 RUBIUMs have a total of 50 partners with a minimum LEADER qualification*,

→ **A bonus of 10,000 € / 50 LEADER = 200 € is paid for each LEADER.**

*in different lines!

PERSPECTIVES

- The **STARTBONUS** dominates in the first one to two years, on average.
- Secondly, the **BINARY BONUS** increases slowly but steadily.
- The **MATCHING BONUS** starts from the **TEAM LEADER** position.
- From the **RUBIUM** position onwards, you are involved in the company's global success through the **LEADER POOL**.



LAVYLITES

Quintessence of Life

The small solution: Gift Package BASIC SMALL

- The main products of the basic supply in small bottles
- For your own use of the basic protocol
- Participation in the small bonus system
- A position in the marketing plan



- 1 150 ml Lavyl Auricum Sensitive
- 1 150 ml Lavyl Auricum
- 1 150 ml Lavyl 32
- 1 Haevyl 3.1 30 ml

104 € net + country-specific VAT.
 including 4 products 10% price advantage

Everything is possible: Business Pack BASIC

- Best combination from small and large sprays > own experience plus further recommendation possible
 - Participation in the large bonus system
 - Later three positions in the marketing plan
- Similar to illustration, composition may differ.*



- 1 150 ml Lavyl Auricum Sensitive
- 1 150 ml Lavyl Auricum
- 1 150 ml Lavyl 32
- 1 150 ml Lavyl Lymph
- 1 200 ml Lavyl Body
- 1 200 ml Lavyl Hair
- 1 200 ml Lavyl Clean
- 1 Lavyl Allin
- 1 30 ml Exyol SC
- 1 Haevyl 3.1 30 ml

500 € net + country-specific VAT + 3 FREE products valued 96 € net
 (Natural discount ~20%)

- 1 50ml Lavyl Auricum Sensitive
- 1 50ml Lavyl Auricum
- 1 50ml Lavyl 32



Everything is possible: Business Pack HOME

- Includes most of the large sprays > ideal for use in your own family
- Participation in the large bonus system
- Later three positions in the marketing plan



500 € net + country-specific VAT + 3 FREE products valued 96 € net
(Natural discount ~20%)

- 1 50ml Lavyl Auricum Sensitive
- 1 50ml Lavyl Auricum
- 1 50ml Lavyl 32



Similar to illustration, composition may differ.

- 1 150 ml Lavyl Auricum Sensitive
- 1 150 ml Lavyl Auricum
- 1 150 ml Lavyl 32
- 1 150 ml Lavyl Lymph
- 1 200 ml Lavyl Body
- 1 200 ml Lavyl Hair
- 1 200 ml Lavyl Clean
- 1 Lavyl Allin
- 1 30 ml Exyol SC
- 1 Haevyl 3.I 30 ml

The big solution: Business Pack GIGA

- Includes many of the main products
- Ideal for anyone that likes to think big, tradespeople
- Participation in the large bonus system
- Later three positions in the marketing plan



1000 € net + country-specific VAT + 7 FREE products valued 208.6 € net
(Natural discount ~ 21.00%)





- 2 50ml Lavyl Auricum Sensitive
- 2 50ml Lavyl Auricum
- 2 50ml Lavyl 32
- 1 Haevyl 3.I 30ml



Similar to illustration, composition may differ.

- 1 150 ml Lavyl Auricum Sensitive
- 1 50 ml Lavyl Auricum Sensitive
- 1 150 ml Lavyl Auricum
- 1 50 ml Lavyl Auricum
- 1 150 ml Lavyl 32
- 1 50 ml Lavyl 32
- 1 150 ml Lavyl Lymph
- 1 200 ml Lavyl Body
- 1 200 ml Lavyl Hair
- 1 200 ml Lavyl Clean
- 1 30ml Lavyl Nose
- 1 Lavyl Allin
- 1 Lavylto
- 1 450ml Haevyl Impulse
- 1 30ml Exyol SC
- 3 Haevyl 3.I 30ml
- 1 Orylium Bleu
- 1 Pentyll Heart
- 1 50ml Ananga
- 1 50ml Amrita

The big solution: Business Pack TOTAL

-  Includes all products
-  Ideal for anyone that likes to think big, tradespeople
-  Participation in the large bonus system
-  Later three positions in the marketing plan



**1500 € net + country-specific VAT +
12 FREE products valued 346 € net**
(Natural discount 23 %)

- 3 50ml Lavyll Auricum Sensitive
- 3 50ml Lavyll Auricum
- 3 50ml Lavyll 32
- 3 Haevyl 3.I 30ml



- 1 150 ml Lavyll Auricum Sensitive
- 1 150 ml Lavyll Auricum
- 1 150 ml Lavyll 32
- 1 200 ml Lavyll Body
- 1 200 ml Lavyll Hair
- 1 200 ml Lavyll Clean
- 1 Orylium Bleu
- 1 30ml Lavyll Nose
- 1 150 ml Lavyll Lymph
- 1 Lavyll Allin
- 1 450ml Haevyl Impulse
- 1 50ml Solvyl CC
- 1 30ml Solvyl Fullflex
- 1 200ml Solvyl Body
- 1 200ml Solvyl Clean
- 1 200ml Solvyl Hair
- 1 Lavylo
- 1 30ml Exyol SC
- 1 Haevyl 3.I 30ml
- 1 Leon
- 1 50ml Ananga
- 1 50ml Amrita
- 1 15ml Nofret
- 1 Gemma Bright
- 1 Pentyll Heart

*Similar to illustration,
composition may differ.*

A series of horizontal dotted lines for writing notes.

A series of horizontal dotted lines for writing notes.



DOES THIS SOUND FAMILIAR TO YOU?

Take a stroll over to a golf course on a Monday morning. You will see people with high incomes – who else can go out to expensive cafés at noon? Who organises the best parties? High-income people! I kept asking myself: How does that work? How do they do it?

Then I came across a person who told me this:

“You have to find a way to get paid for the work you do today, over and over again. We all get paid for our work but only once. You work for a month and you get money for it. If you don’t work next month you won’t get any money. Or when you’re self-employed, you get a job order and you work for a client, then you get money for it. If you don’t get a job order, if you’re sick or on vacation, you’ll not get nothing.”

I found this to be very true! The realisation that you only get money when you work was clear to me, but how do I get money when I don’t work? Or when I’m on vacation? Or... ?

That’s what the freedom planner is all about: recurring, large incomes.

What will you be doing with all your money? Maybe you have passion projects, something that matters to you deeply, or social projects?

Sincerely and with gratitude I dedicate this Success & Freedom Planner to my dear wife Susanne, Tibor Jakabovics and the great Lavylites family.



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Further Information

you can get from the person who handed you this Success and Freedom Planner.

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info@teamone.team

*We wish you
the maximum
success and fun
with Lavylites!*