



Regin's simple approach to

“Drs Secret as a Business”

FOR

BABIES



Baby Bloom

GLOW WITH ME



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WHY?





Ting Ting (rank: GD)

- monthly income \$250k+
- Time to achieve rank 9 months
- Job: mom-to be; Previous job: Secretary in law firm for 10 years
- Learned about Drs from Taiwan and introduced the brand to HK through social media
- Strength: Reputable for beauty loving, hard working
- Weakness: Numbers



Regin (rank: SD)

- monthly income \$50k+
- time to achieve rank 5 months
- Job: Entrepreneur & CEO of 3 companies with over 150 employees. Mom of 2
- Strength: creating systems; numbers sensitive; an adventurer
- Weakness: Very forgetful; Clumsy; Reputation as being like a MAN (man and skincare?)



Angel (rank: SBM)

- Taking care of 30 customers
- month to achieve rank 2 months
- job: wife and mother. Previous job as an IR in a listed company
- Strength: Perfectionist; Detail Oriented; Patient and Caring
- Weakness: Creating system

DRS's advantage vs other Direct Marketing Brands



Some Direct Marketing Brands:

Young Living / NuSkin / For Days / Usana / Melaleuca



DRS's advantage:

1. Visible Results (3 weeks) Your face **sells itself**
2. **Early start up stage** in our region [we are still using excel form to place order....] Be the first!****
3. Team GLOW's tremendous **resources**
4. ENP system that will not lower your rank - your **rank stays forever!**
5. **Global** commission system
6. **Wide** product range: Skin Care AND supplements
7. High-end Skin Care products, higher prices —> higher \$ transaction —> **higher Commission**
8. Your children can one day **inherit** your business! You are building an empire for your kids!



HOW?



5 Baby steps to KICK START

- **Step 1** - Take a very **BAD** picture of yourself (this will be very useful later)
- **Step 2** - Make yourself **GLOW** (3 weeks)
- **Step 3** - **Post** your Before & After photos on social media (This is the hardest part: drop your idol burden)
- **Step 4** - **Reply** all “likes” and comments through PM / whatsapp, forward pdf file “Drs Secret Introduction”
- **Step 5** - **CLOSE THE DEAL!** [my fav line: do you want to pay by Credit Card or Bank Transfer?]

TA-DA! you will get your first downlines



Posted by my upline

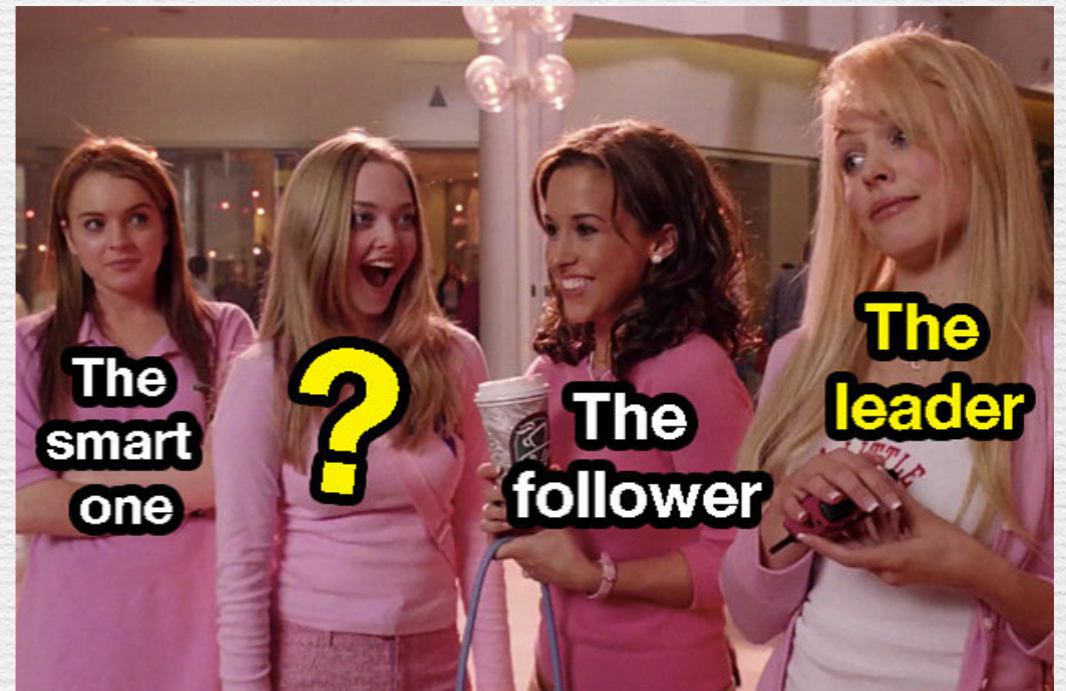


Your Friends

Who are the builders potential?

Before building a customer base, build a working Team!

- Identify the Builders and Users
 - **Group 1 - Builders:** organise dinners, suggests where to eat, make bookings, the “go-to” person.
 - **Group 2 - Followers:** Mutual friends with the ‘Builder’ - Put them under your builders.
 - **Group 3 - Pretty Lovers:** Skin Consultant Potential!

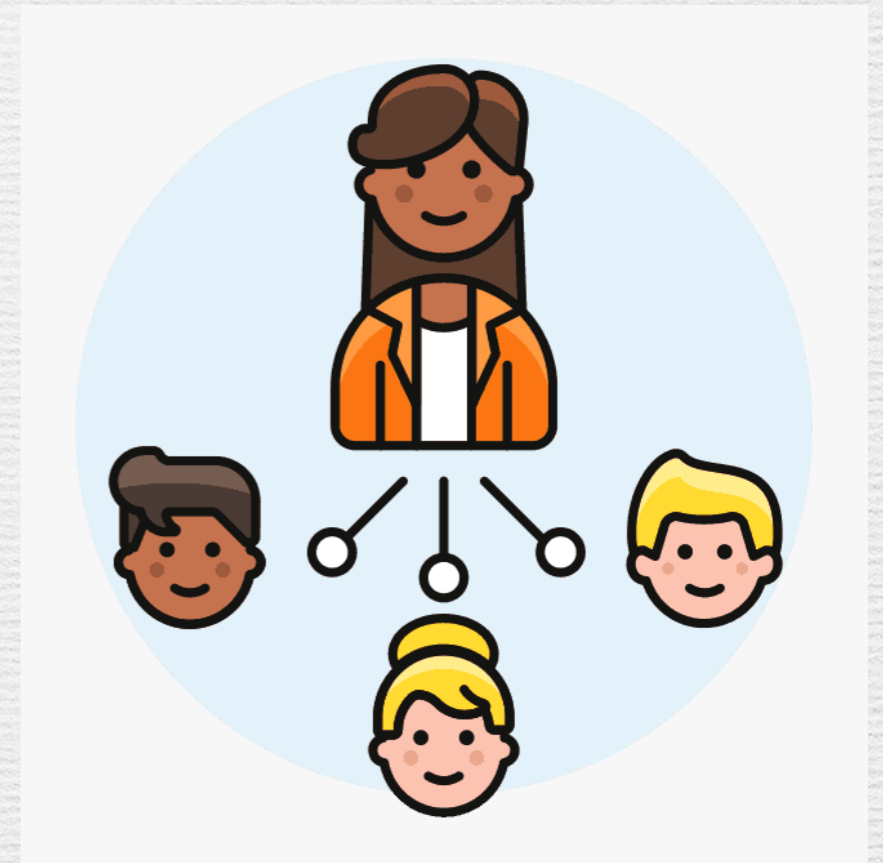


Call Your Builders
First!

Building my Tree

(What do I do with my first downline?)

- Your Tree needs 3 “Legs”
- Step 1 - Open an account for a **family member** (husband / mom / sis)
- Step 2 - put your first downline under your first family member



ROAD TO SD

1st Month - January

I buy 10,000 PV
BM next month



2nd Month - February

Me BM - 250PV

Level 1 - Family members

Sis - 10,000PV

Husband - 10,000PV

Mom - \$1500 vip member

Level 2 - Builders

Hermoine - 10000PV

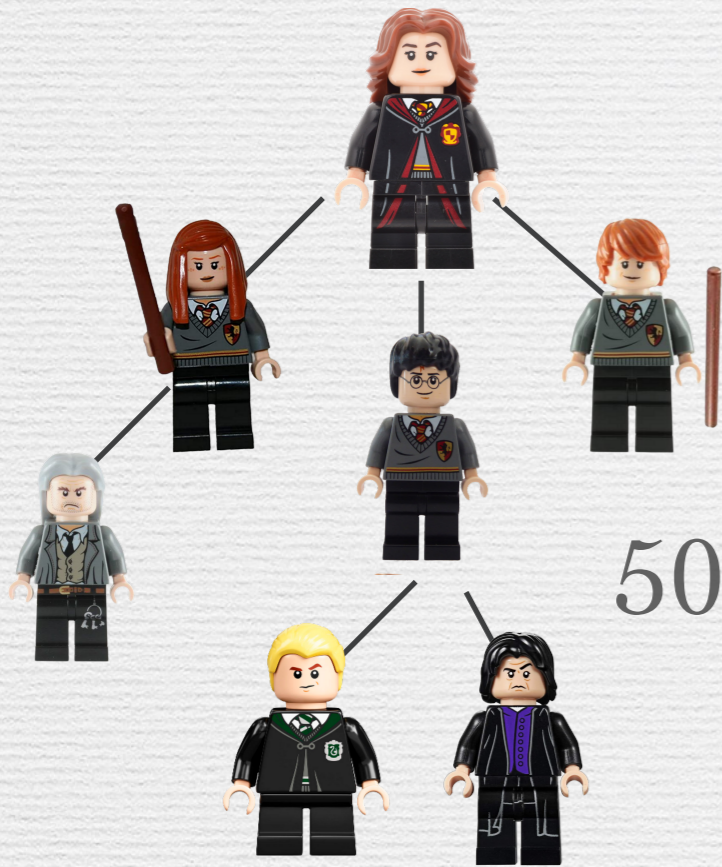
Batman - 10000PV

Ironman - 10000pv

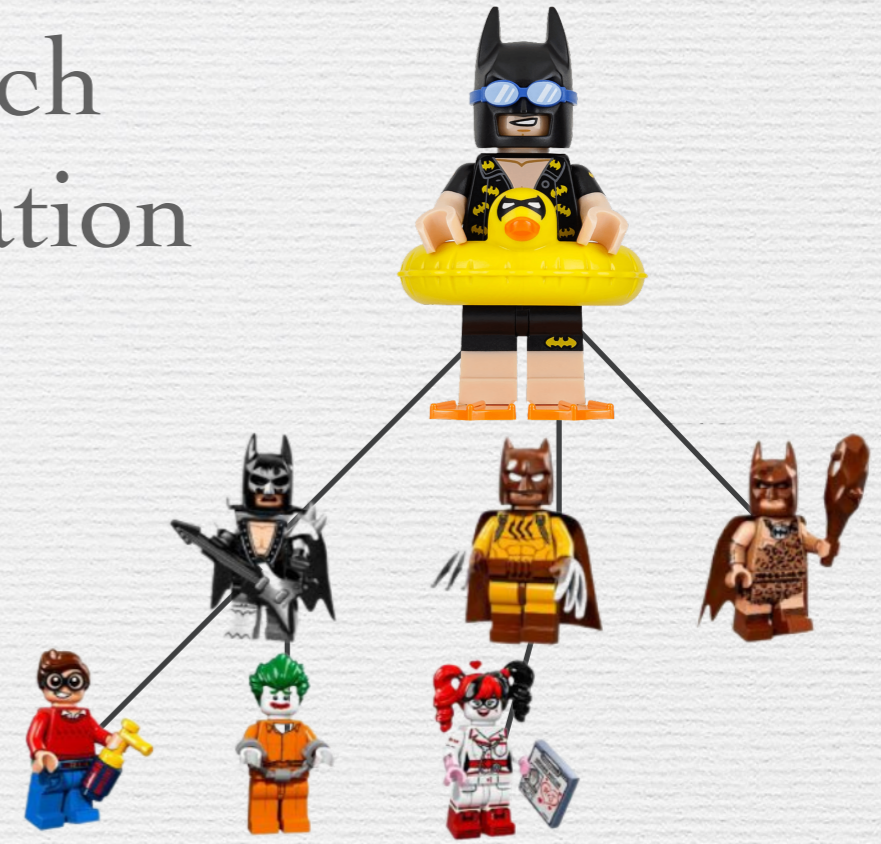


2nd month
50850 GPV

3rd Month - March Power of Duplication

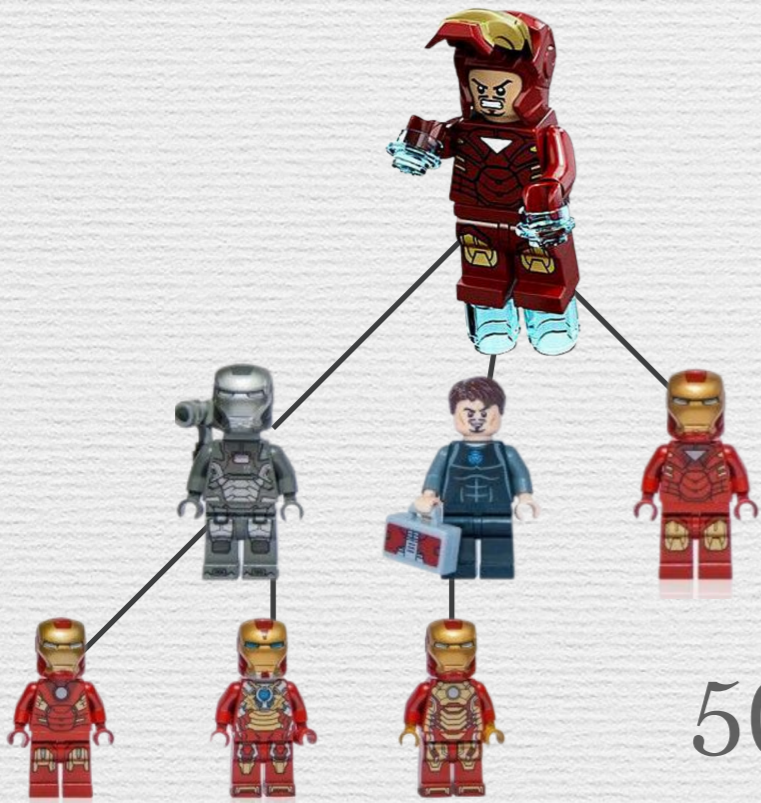


50850gpv



50850gpv

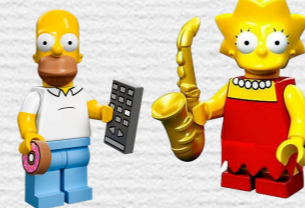
3rd Month
155,050GPV



50850gpv



Me - SBM - 2000pv



Husband 250PV

Sis 250PV



Mom - no DL - 0

4th Month - April



1st Month - January 10000PV

2nd Month - February 50850GPV

3rd Month - March 155050GPV

Total 215,900 in 3 Months

SD criteria: 300,000 in 4 months

Remaining 84,100gpv



SD Criteria: 300,000 gpv in 4 months

Strongest Leg 150,000 max

3 SBM Legs

Engage your Builders: Train the Trainers

- Invite your Builders to “GLOW - 內部美妍室” FB Group
- Business related trainings by group, Singapore BWL trainings
- Learn the business tools and teach them how to build their TREE [opening family members]
- DUPLICATE your success!

Jeffrey Chan was live.
Admin · November 12, 2020 · 🌐

公司制度102
-SBM至PD晉升階梯
-獎金計算方法
-怎樣佈線
-開家人戶口注意事項

Commission System

晉升資格 1. 建立3條SBM線
2. 連續任何4個月內做到30萬GPV
➤ 最強線最多計算GPV15萬分(下圖)

- 體系獎金commission GPV 2-8%
- 領導獎金可享有第一代至第四代各2%領導獎金代數,採用壓縮制

拎獎金要求

- 擁有一條合格經理線或
- 兩條有兩代合格SBM領導金合格經理

GPV=團隊積分
須是合格經理=補分

A, B, C 已補分或
B, C, D, E 已補分

Ka Yan was live.
Admin · November 5, 2020 · 🌐

★★基本配方101 必修課★★
-基本配方原理
-給予配方次序
-如何辨別皮膚類別

Formula Workshop

20201105 DrS Basic Formula (page 1 of 22)

如何分辨皮膚基本類別

HK team Glow – 內部培訓

Jen Lee was live.
Admin · December 29, 2020 · 🌐

直銷和傳銷之區別🔗。在DrS中認識自己
全美世界是合法直銷公司

Direct Marketing

Powered by StreamYard

直銷	傳銷
<ul style="list-style-type: none"> 合法 有產品 有國家標準檢驗 (視產品為發展的重心, 研發新產品, 開發用途) 收入 可以有倍增收入、有管道收入、收入可以累積、可以繼承的 (大致上: 產品業績收入; 直銷團隊的整體創造收入) 行為模式 <ol style="list-style-type: none"> 在直銷產品上標明產品價格, 直銷員必須按照標明價錢推銷產品; 完善的換貨和退貨制度; 應當按月按指定時間支付直銷員報酬 	<ul style="list-style-type: none"> 不合法 沒有產品 或許有偽劣質量差產品, 一般個沒有產品, 只讓你拉人頭繳入會費 收入 往往來自於人頭的分利 行為模式 <ul style="list-style-type: none"> 要求發展人加入進入, 以直接或者間接滾動發展的人員數量為依據計算和給付報酬; 要求加入的發展人員交費用或以認購商品等方式, 取得加入資格; 要求加入, 形成上下線關係, 並以線的銷售業績為依據計算和給付上線報酬。

Dorothy Law was live.
Admin +1 · November 10, 2020 · 🌐

銷售技巧101
如何銷售產品
如何吸引新客人
如何處理客人objection ... **See More**

Sales workshop

如何吸引新客人

- 神秘感
- 拋棄偶像包袱
- Before and After
- 多分享, 借力打力
- 建立自我特色

Ka Yan was live.
Admin · November 3, 2020 · 🌐

IG經營攻略:
網上經營IG的策略
建立你的個人品牌形象

Social Media

Powered by StreamYard

IG技巧

1. Profile	2. Feed	3. Story
<ul style="list-style-type: none"> -->簡潔 -->愈Specific愈好 -->令人有具誠意 -->放入Link -->只放一個Topic/ 只做一個image 	<ul style="list-style-type: none"> -->穩定發帖文 -->保持帖文質素 -->標題清晰易見 -->發帖文的時間 -->Share去Story -->Carousel (CTA) -->GeoTag -->Tag ppl/ brand -->ALT text 替代文字 	<ul style="list-style-type: none"> -->互動的好機會! 同觀眾傾計 -->不受演算法影響 -->多使用互動貼紙 -->比較Casual, 分享自己想分享的, 例如詳細資訊, 生活點滴

YouTube

Product Knowledge and Safety by BWL

b w l 全美世界線上學院

五級保證

- 360種西藥檢測
- 四大重金屬檢測
- 雌激素定性檢測
- 五大微生物檢測
- 十項類固醇檢測

663系統線上培訓 (一) 了解產品

How much do I earn?

DR's Secret 零底妝初體驗套裝



7個項目養膚套裝
Total \$4199

DR's Secret
TeamGlow

Flawless Starter 1825pv



BM 0 \$525
SBM level 1-3 \$1226
SBM level 4-7 \$42

\$651



BBM bonus \$63
SD bonus \$146

\$209

BBM Bonus 3% of GPV
SD Bonus 8% of GPV

*may have some variations due to BM% & SBM% and price/pv changes by bwl

** \$400 set bonus - HK promo

HK Promo Set 2000pv

3月優惠

<p>凡購買一套 #1-#7套裝(\$4598/2000PV),升級送眼霜, #9(30ml),奇麗纖及以下禮品乙個(六選一):</p> <p>1 A. 洗滌包 B. U型枕 C.顏皙寶盒 D.化妝箱 E. 台式化妝鏡 F. 雙層透明化妝包</p> <p>***請填寫欲換取的禮品在旁邊的備註欄 !***</p>	1020.00
<p>凡購買一套#1-#6套裝(\$3795/1650PV)，升級送#7， #9(30ml)，奇麗纖及以下禮品乙個(六選一):</p> <p>2 A. 洗滌包 B. U型枕 C.顏皙寶盒 D.化妝箱 E. 台式化妝鏡 F. 雙層透明化妝包</p> <p>***請填寫欲換取的禮品在旁邊的備註欄 !***</p>	1020.00

<p>BM 0 \$975** SBM level 1-3 \$138</p>	\$1113
<p>SBM level 4-7 \$46</p>	
<p>BBM bonus \$69 SD bonus \$184</p>	\$253

24	標準套裝(#1-#6) #5 / 5M	3795.00	1650	
25	標準套裝(#1-#7) #5 / 5M	4598.00	2000	

Special set bonus \$400 for BM
** HK & Macau **

How much do I earn?

Dr's Secret VIP Set

Dermatological Revolution



- #1 Cleanser
- T2 Toner
- T3 Skinlight 15ml
- T4 Skinrecon
- #5 Sunscreen
- #6 Moisturizer
- #7 C15 Essence
- #8 Spot Serum
- Miraglo Face Balancing Oil
- A3 Essence
- #9 Refining Serum 30ml
- #9 Refining Serum 90ml
- Eye Cream
- A6 Emulsion



15 Items VIP Set
HKD \$8341

Business BM Acc

To start the business

VIPSet X3 HKD\$25023

#6Moisturizer HKD\$725

A3 Essence X2 HKD\$552

BM acc
HKD \$26300

VIP Set 3185PV

BM Level 0 \$1315

SBM Level 1 to 3 \$220

\$1535

SBM Level 4 to 7 \$73

BBM Bonus \$110

SD Bonus \$293

\$403

BM Set 10000PV

BM Level 0 \$4075

SBM Level 1 to 3 \$690

\$4765

SBM Level 4 to 7 \$230

BBM Bonus \$345

SD Bonus \$920

\$1265

“to-do’s” and “not to-dos”

- Open new account vs using my own account to buy items for my friends
- Clients asking you to give her the cash rebates and use your account instead of opening one for herself.
- Open account! To anchor this client under yourself.
- Birthday month special promos
- **Simply answer, sorry this is against company policy**
- We are not allowed to sell items below member prices.
- You provide your professional services as a skin consultant, the team’s resources, these are very valuable.



WHY NOT?



SKINRECON T4

All-round nourishment for skin perfection

The Mind Game





- I am not pretty enough yet
- I don't have a network
- I don't have time / I am too busy
- I can't write formulas
- I had a bad experience with direct marketing.
- I am not really doing it



- I am not perfect but improved a lot
- I meet new friends along the way and rediscovered many old friends
- I made good use of my otherwise wasted time. [travel time / toilet time / waiting time]
- I started with the most simple ones and learn along the way. 19695
- The products are good, it's how it was presented. I am glad I met TEAM GLOW!
- I'm exploring a new career and I am serious about it!

The biggest obstacle is usually ourselves!

Don't wait until tomorrow, Do It

Now!

Which Baby Steps have you completed today?



Baby Bloom
GLOW WITH ME



AVOCARDIO  MAMA