

#LLRTeamStarlight

Becoming a LuLaRoe Consultant!



I am so excited that you have reached out to me to learn more about this amazing journey! Becoming a LuLaRoe consultant is life-changing in the best ways possible!

Since onboarding, I have found my stress-levels decreasing as my family's financial burdens are eased, my self-confidence rising as I branch-out of my immediate circle & help other women find their confidence, and my mind shifting to a more generous and positive attitude as I embrace the LuLaRoe culture!

This document is an overview of information I found helpful when I was deciding whether LuLaRoe was right for me! Please let me know if you have any other questions, if I don't have the answer- I will find someone who does!

Thank you for considering joining Team Starlight, and know that I am committed to helping all my team members be as strong and successful as possible!

-Jessica Vergara



Business Overview

The business opportunity for each LuLaRoe Fashion Consultant is quite simple; sell LuLaRoe clothing at Pop-Up Boutiques through Facebook or at open-houses and make between 35-50% profit on every time you sell based on the suggested retail price. Additionally, if you choose to build a team, you can earn additional income for your team's sales.

How it Works

LuLaRoe clothing is sold by Fashion Consultants at Pop-Up Boutiques on Facebook or at Open Houses. Think of them as mobile dress-up parties where your friends and neighbors can just come and shop! There is no presentation, no sales-pitch, just shopping and fun!

Based on the number of attendees at a Pop-Up Boutique, we see an average sales volume of around 20 items, with an average profit of \$15 per item. The more parties you have and the more products you sell, the more money you will earn! As a company, LuLaRoe recommends rewarding hostesses with one free item for every ten items that are sold. However, this is only a guideline, and you are encouraged to be generous with your hostess rewards as you seek to build your business through strong partnerships within your individual network!

Wholesale prices range from \$8.50 to \$31 per item, and suggested retail prices range from \$25-\$70. Because products come in a wide array of colors, patterns, prints, and fabrics you will receive an assortment of clothing in the sizes and styles you choose. Adult sizes run from XXS to 3XL (0-26), and girl's sizes run from 2-14. LuLaRoe pays for all costs to ship your product to you. All orders process and go out for shipping from the warehouse within 3 business days from the time your payment is received. (Your total shipping time will vary according to location and distance from the warehouse.)



In addition to their own personal business, many consultants choose to share the LuLaRoe opportunity and build a team! Helping others build their own LuLaRoe business can increase your personal income, but more importantly- you have opportunities to become a leader and help others succeed!

Home Office Support

LuLaRoe continues to be vested in your success by providing tools, sales materials, and training to help you succeed, with the goal of making this a profitable and enjoyable business opportunity for you.

Your Sponsor

Each consultant is required to sign-up under a sponsor. This ensures a built-in support network for any questions or concerns that may arise as you start and grow your business! Your Sponsor and team mates will help you be your best self as you build your business (and you will help them!). Reach-out to one another whenever you have a need for some feedback or answers!

What LuLaRoe Needs From You

In order to start the process of becoming a consultant, you will need 3 things:

1. Complete your sponsor's join my team link: (<https://mylularoe.com/join/jessicaveraqara>)
2. Submit a signed copy of the Consultant Application & Agreement
3. Submit a voided check from the bank account you will be using

Your sponsor can provide you with the Consultant Application and Agreement, you will only need to scan and submit the first and last pages. ☺

Also scan the voided check and send all scans to: onboarding@lularoe.com

The Queue and Onboarding

After submitting your paperwork, you will be entered into "The Queue" which includes all consultants waiting to onboard. Your sponsor can add you to some FB groups with will be helpful communities as you prepare for your onboarding phone call where you will place your initial order and become "official"! Your sponsor can also provide you with a checklist of helpful tasks and activities that you can accomplish to help jump-start your business as you wait for your call!

(It will go by faster than you think!)



Your Initial Order

The initial order package changes as LuLaRoe's home office team learns which pieces are most efficient and helpful to new consultants launching their business. (Below is an example of the onboarding package as of 6/22/2016)
 After you have placed your initial order, you will be able to begin placing orders for new inventory at your own pace with your chosen quantities and styles.
 (There is a minimum of 33 pieces necessary for an order to be placed.)



ONBOARDING PACKAGE

<p>Nicole #2 best selling dress</p> <p>XXS - 5pcs L - 5pcs XS - 5pcs XL - 5pcs S - 5pcs 2XL - 5pcs M - 5pcs 3XL - 5pcs</p> <p>40pcs x \$23 = \$920</p>	<p>Maxi #2 best selling dress</p> <p>XXS - 5pcs L - 5pcs XS - 5pcs XL - 5pcs S - 10pcs 2XL - 5pcs M - 10pcs 3XL - 5pcs</p> <p>50pcs x \$21 = \$1,050</p>
<p>Azure #3 best selling skirt</p> <p>XS - 10pcs L - 5pcs S - 10pcs XL - 5pcs M - 10pcs</p> <p>40pcs x \$14 = \$560</p>	<p>Irma #1 best selling top</p> <p>XXS - 10pcs L - 10pcs XS - 10pcs XL - 10pcs S - 10pcs 2XL - 5pcs M - 15pcs 3XL - 5pcs</p> <p>75pcs x \$15 = \$1,125</p>
<p>Randy #3 best selling top</p> <p>XXS - 5pcs L - 5pcs XS - 5pcs XL - 5pcs S - 5pcs 2XL - 5pcs M - 5pcs 3XL - 5pcs</p> <p>40pcs x \$16 = \$640</p>	<p>Classic T #2 best selling top</p> <p>XXS - 5pcs L - 5pcs XS - 5pcs XL - 5pcs S - 5pcs 2XL - 5pcs M - 5pcs 3XL - 5pcs</p> <p>40pcs x \$16 = \$640</p>
<p>Lindsay #1 best selling kimono</p> <p>S - 5pcs L - 5pcs M - 10pcs</p> <p>20pcs x 21 = \$420</p>	<p>INITIAL KIT ADD ON</p> <p>OS leggings - 25 x 2 packs x \$21 = \$525 TC leggings - 20 x 2 packs x \$21 = \$420 Kids Leggings S/M - 10 x 2 packs x \$17 = \$170 Kids Leggings L/XL - 10 x 2 packs x \$17 = \$170 Tween Leggings - 10 x 2 packs x \$19 = \$190</p> <p>75 pcs \$1,475.00</p> <p>When ordering this add on you will receive 25 Patrick T's 5 sizes 5 per size! \$500 value</p>
<p>TOTAL 305pcs = \$5,355.00</p>	

Finding the Funds

Your initial investment will be somewhere in the ballpark of \$6,000. (Just over \$5,000 for the clothing and then a little more for additional supplies like clothing racks and hangers.) That number can seem incredibly daunting- but never fear! You are investing in yourself! Also, remember that each piece you buy will sell for more than you purchased it for, so you are truly making an investment- and it WILL pay off!

Something that may give you additional piece of mind is that LuLaRoe will buy-back inventory at 80%, or you can sell unsold inventory to other consultants at wholesale.

If you don't have your initial investment readily available in your checking account (most people don't!) here are some options for finding those funds!

- **Use some “rainy-day” money.** (Pull from your savings or use a tax return.)
- **Apply for a couple of credit cards.** (This one can be scary, so make sure to set-up a plan to pay off the debt once you get your business going!)
- **Ask friends or family.** (It can give you an extra level of motivation to have someone who believes in you making an investment!)
- **Apply for a Small Business Loan.** (This option will depend on your financial background, but is worth looking into!)
- **Find some side-jobs.** (Babysit, have a garage sale, host a baked-goods auction!)

The possibilities are endless- where there's a will- there's a way!



Additional Information

Becoming a LuLaRoe consultant is a life-style change that can greatly enrich your life, but it is a HUGE change and a big investment! It will be a personal decision, and something you need to consider carefully.

Talk to a spouse or loved one and discuss the pro's and con's of becoming a LuLaRoe consultant. Things to consider are your financial investment and how much time and energy you have available. The more you put into your business- the more you will get out!

To be successful you will need to have an "all-in" attitude! This is YOUR business, so you will need to run it in the way that works best for YOU. Know that LuLaRoe and your sponsor are here to set you up for success. We will give you the tools- but you are the builder! And you can build something greater than you've ever imagined if you just start laying those first bricks!

Be sure to reach out with any questions or concerns you may have. I want you to feel confident and informed!

Thank you for considering joining LuLaRoe Team Starlight!



Have you ever thought about
setting your own hours
and being your own boss?


simply comfortable

FOR MORE INFORMATION,
LISTEN TO OUR RECORDED
OPPORTUNITY CALL ANYTIME.

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