

Motives® and Me Getting Started: FAQs

What is the Motives and Me Program?

The Motives and Me program is perfect for teens that are looking to earn the cash they want, while having fun selling one of the hottest makeup lines in the country. It gives teenagers the opportunity to run their own business while being mentored and coached by a Motives Customer Manager. Customer Managers sign up a teen associate and assign the teen a Motives® mini-website (motivesandme.com/teen name). The young entrepreneur can then refer customers to this website to purchase Motives products. With each sale the Motives Customer Manager will give the retail profit from that sale to the teenager (after all, they made the sale happen!), while the Motives Customer Manager will receive the BV from that sale. Market America provides a platform, but is not involved in the underlying transaction between you and any teenager with whom you enter into a business relationship.

What are the major benefits for the teen?

- Flexible schedule so teens can earn money when they want
- Earn extra cash while having fun selling one of the hottest cosmetics lines in the country
- Teens get their own website from which they can offer Motives products
- Learning valuable business and sales skills for the future

What are the major benefits for the Motives Customer Manager?

- Receives BV on all sales completed by their teen associate
- Reaches a consumer base of new rising trendsetters
- Drives more awareness to their Motives business

What do I need in order to be eligible to participate in the Motives and Me Program?

The requirements are that you are a Customer Manager with an active Motives mini-website

How do I sign up a teen for the Motives and Me Program?

It is easy. All you have to do is go to unfranchise.com and under the tab “other services” you will find the Motives Teen Associate program. There you can sign up a new teen or manage your current teen.

How many teen associates may I sign up?

The number of teens associates you can sign up is unlimited

Can you have more than 1 teen associate per household? For example: siblings

Yes

What are the costs associated with signing up a teen as an associate?

There are no costs associated with signing up a teen. The mini-site that the teens receive is free and is active as long as your Motives Cosmetics mini-site is active.

How does the teen receive their retail profit?

On the teen’s website, they have the ability to manage their account, see the orders from their friends and see how much retail profit has been earned. The teen also has a request payout button within their management tool. Once the teen requests the payout, the Customer Manager is alerted and the

Customer Manager then requests a payout from Market America and will send the teen their earned retail profit.

When the teen assoc is placing orders through their site what form of payment do they use or can they use?

The teen assoc cannot place any orders on their own web portal. All orders will have to be placed by the customer manager and delivered or shipped to the teen from unfranchise

Is the teen allowed to go to trainings?

The teen can attend any training that a normal guest can attend. Some of these trainings include Day 1 Motives Business Building and Skin Care 101. Motives Day 2 Custom Blend training is for Distributors only, so therefore teens would not be allowed to attend.

What about the teen starter kit?

The teen starter kit is available. The starter kit will include a collection of products that we know teens love, like Nail Candy, Eye Shadows, Lip Shine and Eyeliner. There is a limit of one kit per teen signed up.

When people order from the teen through the teen's Motives and Me site is there a sales receipt generated for the distributor who is managing the teen?

The tracking of the sales is available for both the teen and Customer Manager. The Customer Manager tracks the information on unfranchise.com, whereas the teen tracks it on their mini website. There is no specific receipt generated.

What are some ideas to get the teen started?

- Get the teen signed up and acquainted with the Motives brand and the Motivescosmetics.com website so their can start sending out their website to their friends.
- Show them how to manage their account and set sales goals with them so they have something to work towards.
- Give the teen a pack or two of catalogs that they can hand out to friends at school to help spread the word.
- Help them set up a make-up party with friends, by sharing your make-up for them to use and printing off invites from print center.
- Buy a collection of best selling Motives products to get them to show off Motives cosmetics by wearing it to school.
- Give them ideas for events including Homecoming Get Ready Party, or Perfect for Prom Night make-up party.
- Encourage the use of word of mouth marketing including using Twitter, Facebook, MySpace etc.

Do the teen's sales count towards the distributor's Form1000? Yes they do as they sales look as if they were made for the distributor.

The teen's sales flow thru the distributor.

How is the BV from the Motives and Me site allocated for the Distributor who is managing the teen?

The BV will be allocated just as it is on their Motives Cosmetics mini site.

Is the teen assigned a spot in the organization allowing that volume to flow through the distributors team or does the volume only go to the managing distributor and their upline?

Can we put the teen at the bottom of our organization to maximize volume? The Motives and Me site is just part of the same BDC as the MotivesCosmetics site. The teen does not have a BDC they are just a part of the distributor they are attached too.