

All About Your Quickstart Rewards

These rewards are designed to support and incentivise new Usborne Partners at the beginning of their book selling journey, and set them up for lasting success!

They are totally optional but definitely worth going for as it will help you to build a bigger business, grow in confidence, and get prizes on top!

Your dates start the day you register (not from the day your kit arrives). There are three sales milestones and three recruiting milestones.

Your recruiting milestones start the day you get your first team member, as long as you are still in your first six months.

You don't have to wait until you achieve your sales milestones to get started on your recruiting ones, you can start building your team any time you want to.

🌈✨ Have a watch of this brilliant training - <https://youtu.be/BMuHqvoaiGk?si=fo0Pryz39drA6y2t>

Here are the six rewards in separate posts, and you can start the recruiting ones at any point 😊



✨ Sales Starter Reward ✨

To achieve the Sales Starter you need to place ONE order for £150 worth of books within two weeks of your start date.

This has to be one order - smaller orders to make up £150 don't count for this.

It's much better to place orders £150 in one go anyway as you get cheaper delivery and free and half price books on top - so these extra books to boost your stock! 📚

For this you will receive a congratulations pack including a certificate, Usborne branded postcards and bookmarks! These are great to add to customer orders as a little extra to help them remember you.

This is a great incentive as it helps you to get going straight away. Hosting a guinea pig party, or doing a Look for a Book are some of the ways you could achieve this reward.

Chat to your mentor and they can help you to plan how your first steps.



Sales Starter — £150 Personal
Sales placed in one order within
two weeks of start date.

Prize: A congratulations pack with
your first £150 order including a
certificate, postcards and
bookmarks.



✨ Sales Builder Reward ✨

To achieve your Sales Builder you need to place £500 worth of orders within six weeks of your start date. The £150 for sales starter is included in this.

You do not have to have achieved Sales starter to achieve sales builder.

When achieve this reward, you will receive a beautiful bundle of books worth £60 (the books may vary to the image below)!

This is a brilliant way to boost your stock without having to invest, so you will have more books to show and sell on the day at stalls and events.

There lots of ways to do it - by now you might be attending local fairs, toddler groups and baby groups, or you might run a Ready Steady Listen, or you might set up your own book club or start a fundraiser.

Again chat to your mentor and read through the other events in here for ideas and inspiration 😊



**Sales Builder — £500 cumulative
Personal Sales within six weeks of
start date.**

**Prize: A selection of Usborne books
worth £60*.**



✨ Sales Champion Reward ✨

To achieve Sales Champion you need to achieve £1,000 of accumulative sales within ten weeks of your start date.

Again you don't have to have achieved Sales Starter and Sale Builder to achieve this reward, and orders placed for in your first ten weeks count towards the £1,000.

When you do this you will get the £48 you paid for the starter kit credited back to you - which is amazing as you will have started your business for free!! 🥳

By now you may be working with schools and nurseries - just one school order could easily get you the £1,000 worth of sales in one go!

Again, chat to your mentor for ideas.



Sales Champion — £1000
cumulative Personal Sales within
ten weeks of start date.

Prize: Your kit purchase refunded.



✨ Team Starter Reward ✨

Now we come onto the team building reward. As mentioned previously, you do not have to do the rewards in order - you don't have to complete the sales rewards before you move onto the recruiting ones.

To achieve Team Starter you need to recruit one person within six months of your start date.

This then triggers the Team Builder and Team Champion timescale from that point.

When you achieve Team Starter, you receive a congratulations pack with your next £150 order including a certificate, recruiting flyers, a pencil, a water bottle (everyone wants a water bottle!!!) and stickers!

In addition you will get a 6% bonus on the sales of your team member (as long as you are both personally active in the month with £150+ worth of orders).

To get your first team member you could just ask friends, family and customers to see if anybody fancies doing this too. They may have seen you doing it and think it looks amazing. They may not realise they can join your team if you don't tell them – and you don't want them going off and joining someone else's team! Plant those seeds and tell everyone personally. You can post on your socials but people may just not see your post! For many people, their first team member is someone they already know – and it's lovely being able to share the journey together.

Check out the Introduction to Team Building event in here for lots of hints and tips on growing your team.



Team Starter — Recruit one new Partner within six months of your start date.

Prize: A congratulations pack with your next £150 order including a certificate, recruiting flyers, a pencil, a water bottle and stickers.



✨ Team Builder Reward ✨

When you recruit another Partner within four weeks of achieving Team Starter, you will receive an exclusive Usborne branded business pack!

This includes bunting and a beautiful table runner, a branded tote bag, stationery and leaflets - everything you need to make your bookshop look beautiful!

You continue to receive the 6% bonus, and the more team members you have. This paid to you directly from Usborne, and it is your payment for helping and supporting your team.

You can use your social media to get the message out there, chat to people at stalls and events, just share our wonderful business opportunity with the world! That's all it is, just genuinely sharing how brilliant it is and how fabulous our books are ❤️



Team Builder — Recruit another new Partner within four weeks of achieving Team Starter.**

Prize: An exclusive Usborne-branded business pack.



✨ Team Champion Reward ✨

This is the big exciting one!

To achieve Team Champion you need to promote to Team Leader within 12 weeks of achieving Team Starter.

Once you get your first team member signed up you have twelve weeks after that.

When you do this you will receive a £300 bonus, and Silver Level membership of the Leadership Community which is the Head Office support programme to help Leaders grow their business. You also receive an invitation to Leadership Live which is a brilliant two day training event run every season.

To promote to Team Leader, you need to have a minimum of four people in your team, two of them have to be active (with £150)+ sales each) and you have to place £200 worth of sales, and you all need to have team sales of £1,800 in one calendar month.

Maybe it sounds daunting but it really is all in the planning and people promote to Team Leader every month, so if they can do it – why can't you?!



Team Champion — Promote to Team Leader within 12 weeks of achieving Team Starter.**

Prize: £300 bonus and Gold Level membership to the Business Development Programme.



🌈🌟 Quickstart Tips! 🌟🌈

🌟 The best way to have success with these is to just make a decision from day one that you are going to aim for the rewards. At the end of the day even if you don't quite reach them, your Usborne business will be a lot further along for trying!

🌟 Get going straightway! Don't wait for your books to arrive to get going – you will have lost nearly a week to achieve your Sales Starter by then! You don't physically need the books in your hands to start selling!

🌟 Don't discount the team building rewards. There are two parts to our business - sharing the books and sharing the opportunity. Team building is such a rewarding side to the business, and you will never know how brilliant you might be at it until you give it a go! Try everything out with Usborne and you will find your 'thing'.

🌟 Use your mentor - they can help you to make a plan to achieve these rewards. They are there to help and they want to help you to get off to the best possible start.

🌟 Don't be discouraged if you don't hit one - you can still hit the others.

🌟 Don't let fear of failure put you off going for them. Even if you don't hit them it doesn't matter, and again your business will be so much further along just by going for them.

Just go for it!!! You have nothing to lose and everything to gain ❤️

Search 'Quickstart' on Tools and Downloads for this handy checklist to help you keep track of your progress 😊



The image shows a 'QuickStart' checklist form for Usborne Independent Partners. The form is titled 'QuickStart your journey begins here' and features the Usborne logo with the tagline 'Be Curious.' It includes fields for 'Name:', 'Independent Usborne Partner ID:', and 'Start Date:'. Below these are two sections of milestones: 'Sales Milestones' and 'Recruiting Milestones'. Each section contains three triangular icons representing different levels: 'SALES STARTER', 'SALES BUILDER', and 'SALES CHAMPION' for sales; and 'TEAM STARTER', 'TEAM BUILDER', and 'TEAM CHAMPION' for recruiting. Each icon has a 'Completion date:' field and a checkbox. At the bottom, there is a section for tracking progress by month and week, with a 'MONTH:' field and a grid for 'WEEK 1' through 'WEEK 4'.

QuickStart
your journey begins here

USBORNE
Be Curious.

Independent Usborne Partner
Name: _____ Independent Usborne Partner ID: _____ Start Date: _____

Sales Milestones

SALES STARTER Completion date: ☐

SALES BUILDER Completion date: ☐

SALES CHAMPION Completion date: ☐

Recruiting Milestones

TEAM STARTER Completion date: ☐

TEAM BUILDER Completion date: ☐

TEAM CHAMPION Completion date: ☐

MONTH: _____

WEEK 1

WEEK 2

WEEK 3

WEEK 4