



BEDROOM KANDI
BOUTIQUE PARTIES

NEW CONSULTANT GUIDE

Welcome!

Dear Bedroom Kandi Boutique Consultant,

I have been asked -- "Why did you create Bedroom Kandi?" It's because I believe that, together with my partner Suki from OhMiBod, we can create a LIFESTYLE brand that promotes a sex positive environment of confidence and self-love. Our mission is to empower people to explore what makes them feel and look good, take control of their sexual health, and be educated about sexual wellness. Our brand includes a wide array of natural self-care and beauty lines to help you live your most confident and satisfying life.

As a Bedroom Kandi Boutique Consultant (BKBC), you are joining me in this mission, playing a vital role in the discussion of sexuality, well-being, and responsibility. You are also an ambassador for people bringing fun and luxury back into the bedroom. Don't worry—your sponsor and the Bedroom Kandi team are with you every step of the way, offering our full support on your journey to success.

The BKBC program is a fantastic opportunity for self-empowerment! You teach, motivate, and inspire. You can throw the best parties on the block, or develop a productive and lucrative team; it's up to you. Our structure is uncomplicated and rewarding, both financially and personally.

When it comes to our products, the Bedroom Kandi team has worked hard to develop an extraordinary boutique collection. In fact, Bedroom Kandi won the AVN Awards "Best Overall Toy Line", the highest honor in the industry. Bedroom Kandi is also proud to be an inclusive company, and is dedicated to meeting the needs of all our customers, no matter their gender, sexuality, size or shape. **In 2020, we were once again named XBiz's Home Party Company of the Year!**

We are committed to creating beautiful, high-quality, safe and reliable products, and to supporting a diverse community with a positive impact on the world. Whether we're sourcing organic free-trade shea butter for our Giving Tree line from women's cooperatives in Ghana, or providing you with USA-made bath & body products and cosmetics 100% free of animal testing, we care about where our products come from every bit as much as where they're going.



"Being Resourceful means knowing where to find what you need"

TRAINING & SUPPORT

To start your training, we encourage you to visit the Bedroom Kandi Resource Center (BKRC), and watch the **program video tutorials**. They feature product demonstrations, party ideas, tips and tricks, and the program overview and expectations.



Scan the code or go to bkparties.com/bkbp-resourcecenter/ to visit the BKRC! You can also click the "BKRC" quicklink in your dashboard.

To log in, use the BKRC password listed in your consultant dashboard.



*** Annual Convention ***

This is the most important investment you'll make in your business, an investment you shouldn't miss! You'll be invited to BK's annual convention, where we'll celebrate successes, discuss sexual health and education, and plan for the future. We don't just want you to be part of the team; we want you to play an influential role in the continued growth and maturity of the BKBC network!

Fireside Chats

Take your business to the next level with training from industry experts! We have conference calls most Monday nights; check the BKRC for details. Topics include growing your business, sponsoring and recruiting, successful parties, product knowledge, and leadership development.

Newbie Calls

Get off to a strong start! Join in for Tuesday Newbie trainings designed to introduce you to the business, guide you toward vital resources, and highlight all the prizes you can earn from contests and incentives. Check the BKRC landing page for more details, and for information on other training calls!

Mastermind Calls

Thursdays nights are our BK Mastermind 101 and Recruiting 101 calls. Talk to your sponsor about qualifying for the BK Mastermind success program private group calls — start by qualifying for your spot through Kandi's Kickstart incentive!

Reaching Out/Contact

If you have questions or need help with your business, **your first call should be to your Bedroom Kandi Sponsor**. If your sponsor is unable to help you or if your issue is specific to corporate, you can contact the BK corporate office through **the Contact form in your dashboard**.

Regional Events

Two things are vital as an entrepreneur: Never miss an opportunity to learn, or to expand your network. Do both at BK Regional Events! Keep an eye on your weekly newsletters for an event in your area, and check our facebook page or bedroomkandi.com/events !

Newsletters

Like any great relationship, success requires communication! There's always something new and exciting at BK, so the Corporate team sends out weekly communications with training news, promotions, contest announcements, special incentives and more! Check your email daily; if you do not receive regular emails from corporate, check your spam folder. If you are still not getting emails, contact corporate and we'll ensure you are on the mailing list!

Business of Pleasure Podcast

Both you and your clients can learn more about the industry by listening to the BK podcast, The Business of Pleasure. We have a fun line up of interviews with successful BK consultants, experts in the field, sex therapists and motivating leaders in the industry. You can find the podcast on iTunes, Google Play Music and Soundcloud.

"You are in business For Yourself, but not By Yourself"

YOUR STARTING CHECKLIST

KICK-OFF: SETTING UP YOUR BUSINESS

Get yourself set up, organized, and ready to do business!

☐ **Contact your Bedroom Kandi Sponsor!**

Decide when to work

- ☐ Make time on your calendar, even if it's 15 minute "Power Hour" chunks to work your business
- ☐ Mark Kandi's Kickstart Incentive milestones on your calendar for your first 30 days (don't miss all that free money! All Milestone Achievers win \$100 cash and a spot in the elite BK Mastermind coaching group!)
- ☐ Your first Kickstart goal is to Launch in your first week! Reach out to your 10 favorite, most supportive circle of people and ask for their help in launching your dream.

I'm so excited to be calling you-- I just started my own Bedroom Kandi/Kandi Koated business, and I just know you're going to love this natural line of [self-care, hair care, cosmetics, sexual health & wellness, intimate luxury] products! I was hoping you would support me in my new endeavor by being my first customer; a purchase of even \$20 will help me reach my goal of getting Active in my first week!

- ☐ Set your launch party date 2 weeks from ordering your kit.

Dashboard & Consultant Boutique Webpage

- ☐ Login at **BedroomKandi.com** with the username & password you created.
- ☐ Take a few minutes to fill out the "Edit Contact Info" section of your dashboard to publish your personalized Bedroom Kandi and Kandi Koated webpages (www.bedroomkandi.com/ [Your consultant ID number] and www.kandikoated.com/ [Your consultant ID number])
- ☐ Access the BKRC (Bedroom Kandi Resource Center) from your dashboard.
- ☐ Watch Dashboard Tutorial 1 in BKRC under the "Training" tab to quickly set up your webpages.

Set Up Business Accounts

- ☐ Create a business email account.
- ☐ Set up a merchant account; you'll need one to accept credit card payments from your customers (ie, Paypal, Square, etc.) This may take several days to set up so be sure to do so in advance!

BK ProPay Debit Card

- ☐ Sign up for the BK Propay Debit Card
- ☐ You will receive your BK Propay Debit Card in the mail within one month. This is how you receive your additional purchase discount commissions as well as web sale and team commission payments. **ONCE YOU RECEIVE IT**, be sure to check the box on your dashboard indicating that you have received your card if you wish to be paid on it!

Prepare for your first demos by visiting the BKRC for training and marketing resources:

- ☐ **"New to BK? Click Here!" button** - new consultant page with introductory training
- ☐ **Product Training** Resources - Training tab
- ☐ **Host packet** that outlines benefits and success tips for your host - Party planning tab > Host Information
- ☐ **Party activities** that are fun, and help increase sales and bookings - Party planning tab > Party Activities & Demo Tips
- ☐ **Flow of Your Show** demo training to help you know what to say! - Party planning tab > Party Activities & Demo Tips

LAUNCH TODAY! Do you have friends that can't shop, but would still love to support you?
Ask for referrals, or if they'd host a small event for you!

"Launch Yourself To Success!"

YOUR LAUNCH PARTY

CONGRATS: YOU JUST STARTED YOUR OWN BUSINESS!

Your Launch Party is your "Open for Business" celebration! You'll introduce your friends, family and guests to the Bedroom Kandi line, and show them what it's like to do business with you. The goals of your Launch Party are to:

- Share your excitement about the Bedroom Kandi opportunity with others!
- Add new party bookings to your calendar
- Gain your first sales

PICK A LAUNCH DATE

- Host Your Launch Party in Your First 30 Days!
- Earn prizes and set yourself up for success by meeting milestones in the Kandi's Kickstart and Quarterly Quest incentives for new consultants (see the BKRC for more info)

START YOUR PARTY PREP IN 5 STEPS

1. **Open your kit and get to know your new business tools.** Charge and play with your massagers, smell and taste your edible BK treats, review the catalog or try filling out an order form.
2. **Review your calendar and decide when you want to work.** Book your Launch Party date, and block off the days/times that you want to book parties over the next 30 days.
3. **Decide on your Launch Party guest list.** Will you be inviting only your closest circle of friends for feedback on your new venture, or screaming BK from the rooftops, inviting everyone you know?
4. **Check in with your sponsor for support and encouragement!** Your sponsor can offer tips and best practices for your first parties.
5. **Visit the BKRC Party Planning tab for guidance:** Practice your party introduction, booking commercials, product demos, and ordering room suggestions.



Launch Party photos from consultants

"Plan Your Work and Work Your Plan"

EMPOWERMENT PLAN - HOW YOU GET PAID!

BKBCs can earn money in the following ways:

1. Purchasing Discount (1 Star – 5 Star): Organize parties and build a network of customers & VIP clients.

- Get rewarded simply for being great at organizing and consulting for Bedroom Kandi Boutique parties
- Earn higher commissions through sales volume - Discounts range from 40-60%

LEVEL	PRV	PURCHASE DISCOUNT
★	\$0 - \$1,000	40%
★★	\$1,001 - \$2,000	45%
★★★	\$2,001 - \$3,000	50%
★★★★	\$3,001 - \$4,000	55%
★★★★★	\$4,001 +	60%

**any commissions over 40% will be paid out by the 15th of the following month*

2. Team Commission (Bronze - Diamond): Build a team of highly trained consultants.

- Earn three levels deep on your growing team
- Active requirement for team members is \$100 in sales per month
- Mentor your team in selling and leadership skills in partnership with BK Training
- Increase your bottom line as your team consults at more parties

LEVEL	ACTIVE #	TEAM VOLUME	PRV	PAYOUT
Your Bedroom Kandi Level	Active team members on your first and second line	Total Sales Volume of your team, including yours	Qualifying Personal Retail Volume	Commission % on your first, second, and third line
Bronze	1, 0	\$600	\$500	3%, 2%, 0%
Silver	5, 1	\$3,000	\$750	4%, 3%, 0%
Gold	9, 2	\$6,500	\$1,000	5%, 4%, 1%
Platinum	11, 5	\$15,000	\$1,500	6%, 5%, 1%
Diamond	15, 6	\$30,000	\$2,000	7%, 6%, 2%

3. Lifestyle Bonus:

- To qualify, you must maintain Diamond Status in qualifying months. You must also maintain team retail volume requirements on all three levels for three consecutive months.
- The bonus will be paid out starting on your fourth month.
- Earn the \$350 to \$500 Lifestyle Bonus each month that your team retail volume meets or exceeds team volume requirements
- If your team does not meet the volume requirement for three months in a row and you did not qualify at Diamond for three months, you will need to requalify for the Lifestyle Bonus program.

For an illustrated overview of the empowerment plan as well as earnings examples and worksheets, visit the Bedroom Kandi Resource Center!

"Building Long Term Relationships With Your Host"

BEDROOM KANDI HOST REWARDS PROGRAM

The host rewards program will help you convert leads into parties by offering hosts rewards in exchange for their efforts!

How does it work?

Your host can earn a multitude of rewards for hosting their free Bedroom Kandi event:

1. Just for throwing a party, your host can **purchase one item** from our deeply discounted host catalog (this changes quarterly - see "Host Item Collection" section.)
2. For reaching party sales milestones, your host can purchase items at of their choice at **50% OFF** from the main BK Catalog:

\$350 in sales:	1 item	\$500 in sales:	2 items
\$750 in sales:	3 items	\$1,000 in sales:	4 items
3. Your host earns free product based on qualifying party sales, earning **10% of the total sales in free product**. The higher the party sales, the more the host can earn!
4. As a consultant, you have access in your supply orders to the exclusive **Host Collection**. Use these specially-developed gifts to incentivize your host further.

BKBCs are responsible for:

- **10% Host Credit** on qualifying parties of \$350.00 or more*
- **Seasonal Host Gifts** - varied gifts available in your supply orders (available at the consultant's own discretion)

BKBP Corporate is responsible for:

- **1 deeply discounted item** for all hosts, from the quarterly Host Catalog just for hosting a party
- Up to 4 more products (to be selected from the entire BK Catalog) at **50% off**, depending on sales.*

**A qualifying party begins at \$350.00 in retail sales (not including tax & shipping)*



**Scan the QR code
for more on the
Host program &
Host coaching!**



CONNECT WITH US ON SOCIAL MEDIA!



Facebook: @BedroomKandi, @KandiKoatedCosmetics

Consultant Group: facebook.com/groups/BedroomKandiBoutiqueConsultants/
(private group - by invitation; requests approved by Corporate)



Twitter: @BedroomKandi, @IAmKandiKoated



Instagram: @BedroomKandi, @KandiKoatedCosmetics



Pinterest: BedroomKandiBoutiqueParties

also @BKTrainers for training-gear content for BKBCs!

BEDROOM KANDI DIGITAL CATALOG:

<http://catalog.bedroomkandi.com>

BEDROOM KANDI SOFT LINE CATALOG:

<http://catalog.bedroomkandi.com/soft>

BEDROOM KANDI HOST CATALOG:

<http://catalog.bedroomkandi.com/host>

BEDROOM KANDI SEASONAL GIFT GUIDE:

<http://catalog.bedroomkandi.com/gift-guide/>

KANDI KOATED ON THE WEB:

<http://catalog.kandikoatedcosmetics.com>

To learn more, visit www.bedroomkandi.com,
log in to the Bedroom Kandi Resource Center,
or contact your sponsor.