

# The New Jafra Internet enhancements

## Mark your calendar:

### January 1-14:

Online ordering, payments and Consultant Agreements will be unavailable!

- Consultant Services: open ONLY FOR phone orders and payments, and faxed Consultant Agreements. All will be processed and shipped starting January 15.
- Jafra.biz.com: Place An Order and Make a Payment will be unavailable.
- Jafra4u.com: will be unavailable for online Agreements.
- December month-end reports: view them the 1st week of January at Jafra.biz.com.

### January 15:

Online ordering, payments and Consultant Agreements available!

- Jafra.biz.com: place orders and make payments now.
- Jafra4u.com: sign up New Consultants now.
- Consultant Services is ready to help you with all of your business needs.
- Phone orders & faxed agreements sent in from January 1-14 begin processing and shipping.



LOOK for your winter **BEST** in your first order  
Jan-April 30. While supplies last.

Your new **BEST** includes training ideas you can  
apply to your business!



## JAFRA

Jafra Cosmetics International  
2451 Townsgate Road  
Westlake Village, CA 91361

# ACTION

JANUARY 2007

## Your Future is Now

### Look inside for...

- Recruiting with Express Case
- The New Rewards Collection
- Special Offers

JAFRA

## STEP 1

Choose Your Case

# Join Jafra with the Express Case – January 1-31!

Includes two of Jafra's most popular skin care products to jump start your sales!

ONLY  
**\$10**  
a \$76 value



### You get:

- Time Protector Daily Defense Cream
- Elasticity Recovery Hydrogel
- Exclusive Jafra Tote with floral design
- Essential Jafra Literature to start your business (not shown)

Tote Measures 2 1/2" x 6 1/2" x 5"

## Also available Our regular Consultant Case

Price \$50 (a \$311 value)

Everything you need to get started having Pamper Parties with skin care and body care products, training materials (not shown)



**Important deadlines:** New Consultant Agreements sent by mail or fax must be received at Jafra by January 26, 2007. Agreements sent online must be submitted by midnight PT January 31, 2007

## STEP 2

Place a \$300 retail order to take advantage of new Consultant Programs, training tools and more.

# Training Special

Join with the Express Case plus place a \$300 or more personal retail order January 1-31 and you can order our Training Special for only \$15 (non-commissionable) #10629

\$11



Get a Royal Jelly Milk Balm Moisture Lotion  
**A \$65 Retail Value!**

+



\$4

Get these Consultant Training Materials  
**A \$29 Value!**

= \$15

### TRAINING SPECIAL INCLUDES:

- Royal Jelly Milk Balm Moisture Lotion, 1 fl. oz.
- Quick Start Consultant Manual
- Jafra Training DVD and print materials CD
- Hostess Set Opportunity Brochure
- Welcome to Jafra Flyer
- Jafra Opportunity Flyer
- Guide to Healthy Skin Brochure
- Product Pages
- Cue Cards
- Hostess Packet

## Start Earning Income with the \$10 Express Case

- Learn about the products in your case. Download the Product Pages in the Resource Library at Jafrazbiz.com
- Use the products as demo items to show clients how they feel on their skin.
- Explain to them what the products can do for them.
- Let them know how affordable these high-quality anti-aging skin care products are compared to department store brands.
- When you make a sale, be sure to upsell a cleanser or eye treatment to get your new client started on a complete Jafra skin care regime – you'll be on your way to having a customer with regular reorders!



Do this:	Your sales	Your profit at 50%
Sell 5 sets of Time Protector Daily Defense Cream and Elasticity Recovery Hydrogel	\$380.00	<b>\$190.00</b>
Sell 10 sets of Time Protector Daily Defense Cream and Elasticity Recovery Hydrogel	\$760.00	<b>\$380.00</b>

# Programs for New Consultants

## Welcome to Jafra

Join and place a qualifying order in the same calendar month and be eligible to earn \$250 in FREE products!

**50%**  
COMMISSION

**First Month...** place a \$300 or more paid retail sales order:

- Earn 50% commission
- And qualify to earn 2nd month rewards



**Second Month...** place a \$300 or more paid retail sales order:

- Earn 50% commission
- Receive a JaFra Logo Pin
- Receive a Time Duo (Time Protector Daily Defense Cream and a Time Corrector Nighttime Firming Moisture – an \$80 value!)
- And qualify to earn 3rd month rewards

**Third Month...** place a \$300 or more paid retail sales order:

- Earn 50% commission
- Receive 5 products valued at \$170:
  - Royal Jelly Lift Concentrate (7 vials)
  - Intensive Line Corrector
  - Neck Firming Gel
  - Eau d'Arômes Revitalizing Fragrance Spray
  - FM Force magnétique Eau de toilette
- Earn membership in the Active Sellers Club which offers you more rewards!
- Receive a JaFra Consultant Information Card (not shown)



**Note:** The JaFra Consultant Information Card will be mailed separately to New Consultants. All product gifts will be included in qualifying orders.

## Recruiting Start Rewards

Receive a  
**\$30.00**  
Cash Bonus  
for recruiting your  
first Qualified  
New Consultant

### How it works:

Within the first 30 days of your start date as a New Consultant, achieve the following:

- Become a Qualified New Consultant (QNC) by placing a \$300 or more Personal Paid Retail Sales Order AND recruit a New Consultant who becomes a QNC.

Note: New Consultants will receive their \$30 cash bonus in the mail within six weeks after qualification.

## Special Product Pack Savings

A Product Pack purchase qualifies a New Consultant for 50% commission and expands their product inventory at fantastic savings! Choose from three product packs. Available to New Consultants in their first 60 days.

For complete information on Product Packs, download the flyer in the Resource Library at [Jafrabiz.com](http://Jafrabiz.com) or see the Welcome to JaFra flyer in your Consultant Case.

# Product of the Month January 1-31

## Bonus Size Skin Brightener

The product of the month offers you the chance to try a product you or your clients may not be using. Order and try it for yourself. It's a great opportunity to expand your product knowledge and potential profits.

### What it is:

An intensive treatment that utilizes active botanicals to brighten complexion and reveal a more luminous, even, skin tone. Phyllanthus emblica extract an antioxidant botanical, promotes brighter skin while citrus peel extracts help minimize discolorations.

### How to use it

Pump a small amount onto fingertips and apply all over face to help strengthen cell renewal and to help reduce age spot pigmentation, maintain even-toned skin and a brighter complexion.

**Buy ONE now for 50% off and share the benefits with your clients**

Limit **one** per Consultant.  
BONUS SIZE Skin Brightener, 1.7 fl. oz.  
Regular price \$36.00  
**Special price \$18.00**  
**50% Consultant pays only \$9.00**  
#11397



# January 1 to 31—Start the year in fashion

## New Rewards Collection

Featuring this year's fashion colors. Silvers, turquoises and mochas blend beautifully in accessories you can earn all year long – for your home and for yourself!



### Consultants Only

#### Level 1

##### Recruit 1 QNC

Receive a pair of silver earrings with radiant stones in shades of aqua.

*Managers receive this gift at Level 2.*



Level 1

### Consultants, Managers & Above

#### Level 2

##### Recruit 2 QNCs

Receive a matching sterling silver bracelet with stones in shades of aqua and hanging heart charm. Plus level 1 gift.



Level 2

# with your newest rewards collection!



Level 3

### Level 3

#### Recruit 3 QNCs

Receive a matching sterling silver necklace with stones in shades of aqua and hanging heart charm. Plus levels 1 & 2 gifts.



Level 4

### Level 4

#### Recruit 4 or more QNCs

Receive an elegant evening bag made with velvety black fabric with vintage-look clasp. Includes removable flower pen that is both stylish and functional! Plus Levels 1, 2 and 3.

#### Program Rules

- January 26: Deadline for Fax/Mail Consultant Agreement to be received at Jafra.
- January 31 midnight (PT): Internet Agreement deadline; New Consultant (QNC) \$300 Personal Paid Retail Order deadline.
- Reward(s) included in first retail order after qualification.
- February 28, 2007: deadline to redeem Reward(s), or they will be forfeited.
- Jafra reserves the right to substitute rewards of equal or greater value.

# January 1 – February 28

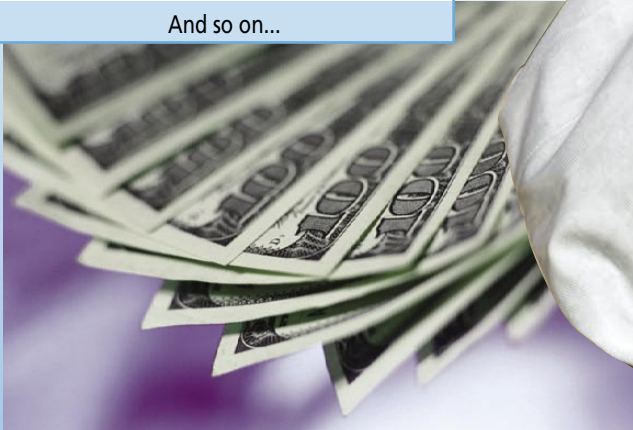
## Earn \$100 Cash Bonus for each 5 QNCs You Personally Recruit!

You have the power to make cash magically  
appear in your hands...  
It's as simple as recruiting 1, 2, 3, 4, 5.

No limit – the more you recruit, the more you earn.

**Be unstoppable!**

Recruit	You earn this bonus
5 QNCs	\$100
10 QNCs	\$200
15 QNCs	\$300
20 QNCs	\$400
25 QNCs	\$500
And so on...	



### Program Rules

- For this promotion a QNC (Qualified New Consultant) is someone who is recruited and places a \$300 Personal Retail Order January 1 through February 28, 2007.
- February 23, 2007: Fax/Mail Agreement deadline (to be received at Jafra).
- February 28, 2007 midnight (PT): Internet Agreements deadline; Qualified New Consultant (QNC) \$300 Personal Paid Retail Order deadline.
- Bonus check will be mailed to you in February and March.



# January 1-31 Qualify and promote to Manager with reduced requirements!

- Achieve Pre-Branch Paid Wholesale Sales of \$2,000 or more (instead of \$2,500) AND...
- Have 8 Active Consultants (instead of 10) directly or indirectly sponsored - does not include yourself

Achieve the above in January and on February 1st you'll start the year as a New Manager. Plan your promotion to Manager in January:

#### Step 1:

Plan your business and work with your Consultants all during January to meet the reduced qualification requirements by the end of the month.

#### Step 2:

January 15-31, log-on to the new [www.jafra.biz.com](http://www.jafra.biz.com) to enroll in Pre-Manager Qualification. On the Navigation bar, click on Online Center and then select Manager Qualification. Choose January as your month to start your enrollment process!

Now and throughout the year, Jafra will reward your recruiting efforts with gifts from our New Rewards Collection, as shown on our model. Watch your Action every month to find out what rewards you can add to your collection!

# Active Sellers Club



**Exclusive offer for Active Sellers Club Members**  
**January 1-31:** Receive a FREE Ginger and Sea Salt Body Rub\* with the purchase of any Jafra Plus or Deluxe Skin Care Collection.

## **Skin Care Plus Collection**

Save Up To \$82.00  
Regular Price Up To \$221.00  
Special Price \$139.00  
#11797

## **Skin Care Plus Collection with Time Protector and Time Corrector**

Save Up To \$141.00  
Regular Price up to \$308.00  
Special Price \$167.00  
#11798

## **Deluxe Skin Care Collection with Time Protector and Time Corrector (shown)**

Save Up To \$258.50  
Regular Price Up To \$508.50  
Special Price \$250.00  
Item #11800

## **Deluxe Skin Care Collection**

Save Up To \$201.50  
Regular Price up to \$421.50  
Special Price \$220.00  
#11799



\*Available while supplies last

**Exclusive promotion for Active Sellers Club Members**  
**January 1-31:** Place a \$300 or more retail order and you will receive this exclusive Cell Phone Case



From the New Rewards Collection... this Cell Phone Case features the hottest fashion color so you'll look in style when taking your call! Case includes mirror for quick touch-ups, pen loop (pencil not included) and convenient storage for personal id's or credit cards.

# Join the Active Sellers Club



Place a \$300 retail order in any THREE consecutive calendar months to join. Your membership begins the day the third order is placed and continues to the end of the membership period.

With your initial membership, you will receive:

- Club Pin
- Club Certificate
- Royal Jelly Leaflet
- FREE Royal Jelly Body Complex, 7 oz. (a \$55 retail value!)

**Maintain Your Membership** by placing a \$300 retail order in any TWO months within each of the following membership periods. See chart below.

- Members enjoy these privileges:**
- First class mailing of the Action Leaflet
  - Special offers
  - Special gifts
  - Recognition at sales meetings

MEMBERSHIP PERIODS				
Period 1	January	February	March	CURRENT PERIOD
Period 2	April	May	June	
Period 3	July	August	September	
Period 4	October	November	December	

# January 1-31

## Save 10% on all Jafrá Fragrances

Be Scent-sational for your Sweetie on Valentine's Day. Pick a special one for your special date night and get one for him as a special gift to show your love!



Order with the Special Item # below:

Special Item #	Fragrance	Save	Regular	Special Price
11417	Eau d' Aromes Ozone* 3.3 fl. oz. -10% off	\$2.50	\$25.00	\$22.50
11418	Chosen EDP 1.7 fl. oz. -10% off	\$4.10	\$41.00	\$36.90
11419	le moiré EDP 1.7 fl. oz. -10% off	\$4.10	\$41.00	\$36.90
11420	Inégale EDP 1.7 fl. oz. -10% off	\$4.00	\$40.00	\$36.00
11421	Adorisse EDP 1.7 fl. oz. -10% off	\$3.80	\$38.00	\$34.20
11422	Vesen EDT 1.7 fl. oz. -10% off	\$3.50	\$35.00	\$31.50
11423	Navigo Femme 1.7 fl. oz. -10% off	\$3.00	\$30.00	\$27.00
11424	Reflections EDT 1.7 fl. oz. -10% off	\$2.80	\$28.00	\$25.20
11425	Eau d' Aromes 3.3 fl. oz. -10% off	\$2.50	\$25.00	\$22.50
11426	Jandé EDT 1.9 fl. oz. -10% off	\$2.50	\$25.00	\$22.50
11427	Cool EDT 1.7 fl. oz. -10% off	\$1.70	\$17.00	\$15.30
11428	Crazy EDT 1.7 fl. oz. -10% off	\$1.70	\$17.00	\$15.30
11429	Coreta Girl Fragrance 1.7 fl. oz. -10% off	\$1.60	\$16.00	\$14.40
11430	Sphera EDT 1.7 fl. oz. -10% off	\$3.20	\$32.00	\$28.80
11431	Gardenia Blossom EDT 1.7 fl. oz. 10% off	\$3.00	\$30.00	\$27.00
11432	Today, I decided, is going to be different 3.3 fl. oz.-10% off	\$2.10	\$21.00	\$18.90
11433	I breathe, I love, I live, I dream 3.3 fl. oz.-10% off	\$2.10	\$21.00	\$18.90
11434	Yitsu EDT 3.3 fl. oz. -10% off	\$3.20	\$32.00	\$28.80
11435	Skid EDT 1.7 fl. oz. -10% off	\$1.60	\$16.00	\$14.40
11436	Xenium EDP 3.3 fl. oz. -10% off	\$3.50	\$35.00	\$31.50
11437	Navigo Homme 3.3 fl. oz. -10% off	\$3.50	\$35.00	\$31.50
11438	Vaslui EDT Men's Fragrance 3.3 fl. oz. -10% off	\$3.50	\$35.00	\$31.50
11439	Legend EDT 3.3 fl. oz. -10% off	\$3.20	\$32.00	\$28.80
11440	Fm EDT 3.3 fl. oz. -10% off	\$3.00	\$30.00	\$27.00
11441	JF9 Cologne 3.3 fl. oz. -10% off	\$2.50	\$25.00	\$22.50
11442	JF9 Red Cologne 3.3 fl. oz. -10% off	\$2.50	\$25.00	\$22.50
11443	JF9 Black 3.3 fl. oz. -10% off	\$2.50	\$25.00	\$22.50
11444	Victus EDT 3.3 fl. oz. -10% off	\$3.20	\$32.00	\$28.80
11445	Epic EDC 3.3 fl. oz. -10% off	\$2.66	\$26.50	\$23.84

# January 1-31

## Save 15% on Daytime Hydrators

**Oil Control Hydrator 1.7 oz.**  
Regular Price \$16.00

**Special Price**  
**\$13.60**

11843



**Moisture Response Hydrator 1.7 oz.**  
Regular Price \$19.00

**Special Price**  
**\$16.20**

11844



**Moisture Manager Hydrator 1.7 oz.**

Regular Price \$16.00

**Special Price**  
**\$13.60**

11845



**Lipid Intense Hydrator 1.7 oz.**  
Regular Price \$23.00

**Special Price**  
**\$19.60**

11846