

Pankow National Area Fall Advance 2015

Oct. 10 - 11, 2015



National Sales Director
Sue Pankow



Guest National Sales Director
Nancy Moser-Hogan

**Blue Harbor Resort
in Sheboygan, WI!**



Director meeting starts promptly at 6:00 pm on Friday, October 9th. DIQs are invited.
Pizza party is included in Sue's suite following the Director/DIQ meeting on Friday night.

Pankow Fall Advance starts on Saturday, October 10th at 11:00 am for EVERYONE!

General Luncheon 11:00 am for Consultants and Directors

Special Luncheon at 11:00 am for all active Red Jackets & above

(Directors must have at least 1 ACTIVE Red Jacket or above in their unit to attend)

Dinner is on your own on Saturday night - Check with your Sales Director for dinner ideas

Special New Director Dinner for debuting directors from Aug. 1 - Oct. 1, 2015

in Sue's suite, Saturday evening at 7:30 to 9:00 pm

Saturday at 9:00 pm is Bonfire on the Beach (for all VIPs)

Saturday at 9:00 - 10:30 pm (Elevate Your Confidence Motivational Class) taught by Executive Seniors

General breakfast buffet for all at 8:00 am on Sunday morning

Fall Advance ends at 1:00 pm on Sunday.

1 night consultant registration and hotel fee is **\$175** (4 to a room max) if paid by Sept. 1st.

\$190 per person (3 to a room) \$218 per person (2 to a room) \$303 per person (1 to a room)

or

2 night consultant/director registration and hotel fee is **\$225** (4 to a room max) if paid by Sept. 1st.

\$247 per person (3 to a room) \$303 per person (2 to a room) \$473 per person (1 to a room)

(Registration fee includes the cost of your sleeping room. Max 4 people in a room)

*Significant others **attending** Fall Advance pay same price as consultants.*

Space Permitting

After September 1st, 1 night consultant registration and hotel fee is \$200

After September 1st, 2 night consultant/director registration and hotel fee is \$250

Exception: New consultants from Sept. 1 - Oct. 1 pay the Original Fall Advance price

Final deadline to register is October 1st

No refunds after September 1st. There will be a \$25 transfer fee per registration from September 1st – October 1st (Exception: There will be NO transfer fee for NEW consultants Sept. 1- 30)

NO transfers after October 1st

Please Prepay your Sales Director or make checks payable to your Sales Director.

Attire: Dressy Business Casual (no jeans or sweats)

Special seating for all VIP Consultants and Directors (See contest flyer for details)

Please Read Everything!

Important: Roommate selection must only be made via the Pankow Advance Google link to get the group rate!
(Please do not make reservations with the hotel directly)

**Payment registration and hotel fee must be made to your Sales Director.
Propay your Sales Director or make checks payable to your Sales Director.**

Registration/Hotel Deadline is Tuesday, September 1, 2015

Important to read...

Once you select your roommates for the Fall Advance you need to appoint a room captain. The room captain fills out the Google link with her roommates' names.

Each reservation will need to be made on or before September 1st.

No refunds after September 1st. There will be a \$25 transfer fee per registration from September 1st – October 1st, and no transfers after October 1st.

(Exception: There will be NO transfer fee for NEW consultants Sept. 1- 30)

Final deadline to register is October 1st (space permitting).

Each person must check in at the hotel desk and show ID, credit or debit card for any incidentals, and roommates names'.

Please know the names of your roommates :)

ALL SLEEPING ROOMS HAVE TWO QUEEN SIZE BEDS (Max 4 people to a room)

Bus pick up for Consultants and Directors flying into Milwaukee airport only

Please fill out a Google link for Directors and Consultants flying from out-of-state, **only if they need a ride.** Sue has arranged a FREE BUS from the Milwaukee Airport to the Blue Harbor Resort. BUS reservation will be filled on a first-come, first-served basis by when you entered information on the Google link. Deadline for bus reservation is Oct. 1, 2015. Must fly in by 3:00 pm. on Friday. Free Bus pick up will be leaving at 3:30 pm for the Blue Harbor Resort. (only ONE bus pick up time)

Please plan flights according. On Sunday, free bus ride/box snack for those riding back to the Milwaukee, WI airport. Bus will start loading at 1:30 and leave at 1:45 pm. Sharp!



*FREE DRAWING held at Seminar during the Pankow Area Night. \$100 Refund for the Registration/Hotel fee to the Fall Advance. **Consultants must pay Registration/hotel to your Sales Director by July 27th to get into the drawing. (Check or Propay)***

****DO NOT NEED** to be present at seminar to win.*

Refund will be given to the consultant at the Pankow Fall Advance!

If writing a check to your director, you may postdate for Sept. 1, 2015

CONSULTANT CONTESTS: PANKOW FALL ADVANCE

Consultant VIP at the Pankow Fall Advance

EARN CONSULTANT VIP:

Complete the
Perfect 6 Contest in
July, August, **AND** September.



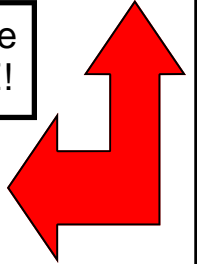
Complete the Perfect Contest in the months of July, August, or September and earn a RIBBON to add to your Fall Advance 2015 name badge! Earn one ribbon each month for the level you complete!

Example:

Pankow Fall Advance
YOUR NAME HERE!

PERFECT 15
WINNER

PERFECT 6
WINNER



CONTEST FOR NEW DIRECTORS DEBUTING AUGUST 1 - OCTOBER 1, 2015

All New Directors that debut will be invited to a special dinner with your National Sales Director Sue Pankow in her suite on Saturday night from 7:30 - 9:00 pm



RED JACKET LUNCHEON AT THE PANKOW ADVANCE:

All Active Red Jackets and above can attend the Special Luncheon at 11:00 am on Saturday.



CONSULTANT RECOGNITION AT THE FALL ADVANCE!

- ~Top 10 Year-to-Date Company Court of Sharing
- ~Top 10 Year-to-Date Company Court of Personal Sales (RETAIL TO COMPANY)
- ~Special Recognition for all Star Consultants, quarter ending September 15th

Join your National for
**S 'mores around the Bonfire
on the beach! 9 pm on
Saturday evening for VIPs.**



How to qualify for the bonfire...
BE a VIP at the Fall Advance



PERFECT 15

- 15 parties or 75 faces
- 15 interviews
- \$1,500 wholesale



Picture in
Perfect
Contest
Newsletter



Leave daily
Voxer
message for
NSD Sue
Pankow



One-on-one
coaching call
with NSD Sue
Pankow

PERFECT 10

- 10 parties or 50 faces
- 10 interviews
- \$1,000 wholesale



Picture in
Perfect
Contest
Newsletter



Leave daily
Voxer
Message for
NSD Sue
Pankow

PERFECT 6

- 6 parties or 30 faces
- 6 interviews
- \$600 wholesale



Picture in
Perfect
Contest
Newsletter

A party is considered three or more people including the hostess and \$100 in sales

You must hand in each potential recruit's name and phone number to your Sales Director to qualify as an interview.

PERFECT 3

- 3 parties or 15 faces
- 3 interviews
- \$300 wholesale



Recognition
in Perfect
Contest
Newsletter

Pankow Area Perfect Contest

Who did I Interview?

Consultant Name: _____

Contest Month: _____

Tracking parties = 1 party



Tracking wholesale = \$100 wholesale



Track your Month

Customer Name	Director follow-up	Agreement submitted
1.		
2.		
3.		
4.		
5.		
6.		
7.		
8.		
9.		
10.		
11.		
12.		
13.		
14.		
15.		