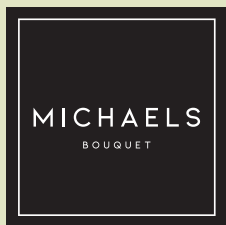


BUSINESS TIMES

FROM MICHAELS BOUQUET

BUSINESS TIMES ISSUE#6





HOW BEING A MICHAELS AGENT WORKS

YOU'VE GOT DREAMS

Whether it's earning a little extra cash or making a full-time commitment, MICHAELS BOUQUET offers the opportunity of running your own business with freedom and flexibility.

WHAT BENEFITS DO YOU GET?

You can make up to 60% mark up on everything you sell at retail price.

- ✓ Work when and where you like.
- ✓ Every purchase you make with your agent card you earn loyalty points.
- ✓ You keep all your profits.
- ✓ You have access to our Business Times with wholesale and retail prices.
- ✓ You have access to catalogues for your customers.

WHAT ARE LOYALTY POINTS?

Every 1500 KES spent gets you 1 loyalty point, therefore spend 4500 KES and get 3 points. Each point is worth 75 KES.

The points don't expire, so save as many as you like before you use them. You can check your point balance on your till slip.

HOW TO START YOUR BUSINESS WITH MICHAELS BOUQUET



1 SIGN UP

- Either visit or call any of the MICHAELS BOUQUET stores.
- * You will need to present your ID card, to load your details onto our system.
- * No cash, payment by card or M-Pesa.

2 YOU WILL RECEIVE:

- MICHAELS BOUQUET products to get your business started.
- MICHAELS BOUQUET agent card.



3 NO CARD, NO PURCHASE

- Please take your agent card and ID when making a purchase.
- * This is a safety measure to ensure no one claims your loyalty points.



DID YOU KNOW?

If you buy and sell 20 x 50 mls at 1800 KES each, you can make a 14600 KES profit.

TYPES OF SCENTS

FIND YOUR SIGNATURE SCENT BY UNDERSTANDING THE DIFFERENT SCENT FAMILIES, WOODY, SPICY, CITRUS, ORIENTAL AND FLORAL.

WOODY

SMOKED & MUSKY

Woody fragrances tend to be rich, warm and intriguing often forming the base of a scent due to their richness and depth, typically paired with aromatic or citrus top notes. Using wood based scents like cedarwood, sandalwood and amber are a great choice for wearing in the evening as they are simply elegant.

**BLACK #1, BLACK #3, BLACK #4, CHARCOAL #2, CHARCOAL #3
EMERALD #1, EMERALD #2, EMERALD #3, EMERALD #4**

SPICY

LOUD & HOT

Spicy fragrances are warm and sensuous infused with notes of exotic spices which are very luxurious making them a great choice for wearing on casual occasions and early evening dinners.

BLACK #2, CHARCOAL #4

CITRUS

LIGHT & FRESH

Citrus fragrances are tangy, light and fresh, designed to energise and stimulate your senses. The invigorating scents are pressed from zesty citrus fruits such as orange, grapefruit, bergamot, lemon which lend themselves perfectly to wear on a hot summer's day.

CHARCOAL #1

ORIENTAL

UNIQUE & LUXURIOUS

Oriental fragrances are usually described as spicy, rich, mysterious and warm. They draw their richness from exotic and unusual notes such as amber, cinnamon, clove, nutmeg, vanilla and honey.

IVORY #1, IVORY #2

FLORAL

SWEET & FEMININE

Floral fragrances are a unapologetically romantic and usually sweet smelling, drawing their inspiration from sweet smelling flowers like roses, jasmine and orange blossom or fruity elements such as kiwi, honey and peaches. Wearing a floral fragrance will leave you feeling flirty and playful, perfect for a romantic occasion.

**IVORY #3, IVORY #4, PEARL #2, PEARL #4
PEARL #5, PEARL #6, WHITE #1, WHITE #2, WHITE #3, WHITE #4**



COMING SOON TO OUR RANGE

EAU DE PARFUM

50 ml

1800 KES EACH



MEN'S VARIANTS

WOMEN'S VARIANTS



BLACK #5

CHARCOAL #5

IVORY #5

PEARL #7

ROLL-ON DEO

50 ml

395 KES EACH



MEN'S VARIANTS

WOMEN'S VARIANTS



EMERALD #1, EMERALD #2,
EMERALD #3, EMERALD #4

BLACK #2, BLACK #4

CHARCOAL #2

WHITE #1, WHITE #2,
WHITE #3, WHITE #4

PERFUME SPRAY
50 ml EAU DE PARFUM

Recommended Retail Price*

50 ml

1800 KES EACH

These are perfect to use as samples for your customers to try the fragrance before making a purchase.



EMERALD
#1, #2, #3, #4

BLACK
#1, #2, #3,
#4, #5
COMING SOON

CHARCOAL
#1, #2, #3,
#4, #5
COMING SOON

WHITE
#1, #2, #3, #4

PEARL
#2, #4, #5,
#6, #7
COMING SOON

IVORY
#1, #2, #3,
#4, #5
COMING SOON

BUY MORE
- PAY LESS

QUANTITY IN UNITS	5 - 9	10 - 19	20 - 49	50 +
PRICING PER UNIT (KES)	1350	1125	1070	1035

BECOME AN AGENT

SIGN UP OPTION 1	5 x 50 ml	Pay 6850 KES and get 5 x 50 ml (1350 KES each) + your Agent Card (100 KES)
SIGN UP OPTION 2	10 x 50 ml	Pay 11350 KES and get 10 x 50 ml (1125 KES each) + your Agent Card (100 KES)

PERFUME ROLLER BALL 10 ml EAU DE PARFUM

This roll-on perfume is perfectly sized for handbags or pockets. Apply to your pulse points, wrist and neck.

Recommended Retail Price*

10 ml

375 KES EACH

DID YOU KNOW?
If you sell 20 x 10 mls at 375 KES each, you can make 3500 KES profit.



BLACK
#1, #3



CHARCOAL
#2, #4



PEARL
#4



IVORY
#2, #3

PERFUME SPRAY 3 ml EAU DE PARFUM

These are perfect to use as samples for your customers to try the fragrance before making a purchase.

Recommended Retail Price*

3 ml

150 KES EACH



EMERALD
#1
COMING SOON



BLACK
#1, #2, #3,
#4, #5
COMING SOON



CHARCOAL
#1, #2, #3,
#4, #5
COMING SOON



WHITE
#1
COMING SOON



PEARL
#2, #4



IVORY
#1, #2, #3,
#4, #5
COMING SOON

BUY MORE
- PAY LESS

QUANTITY IN UNITS	5 - 9	10 +
PRICING PER UNIT (KES)	250	200

BUY MORE
- PAY LESS

QUANTITY IN UNITS	1 - 9	10 - 19	20 +
PRICING PER UNIT (KES)	150	120	100

BECOME AN AGENT

SIGN UP OPTION

10 x 10 ml + 10 x
50 ml Deodorants

Pay 4350 KES and get 10 x 10 ml (200 KES each) + 10 x 50 ml Deodorants (225 KES each) + your Agent Card (100 KES)



BUSINESS TIP

Invest in your business by purchasing testers to spray as many potential clients as you can, as we know this will convert into sales.

DEODORANT ROLL-ON 50 ml ANTI-PERSPIRANT

MICHAELS BOUQUET Roll-on deodorant provides a long lasting freshness, while leaving behind the scent of your favorite MICHAELS BOUQUET EAU DE PARFUM.

Recommended Retail Price*

50 ml

395 KES EACH



BLACK #1, #2, #4
COMING SOON

CHARCOAL #4, #2
COMING SOON

EMERALD #1, #2, #3, #4
COMING SOON

PEARL #4

IVORY #2

WHITE #1, #2, #3, #4
COMING SOON

BUY MORE - PAY LESS	QUANTITY IN UNITS	5 - 9	10 - 19	20 - 49	50 +
	PRICING PER UNIT (KES)	280	225	215	190

BECOME AN AGENT

SIGN UP OPTION	10 x Deo + 10 x 10 ml Perfume	Pay 4350 and get 10 x 10 ml Perfumes (200KES each) + 10 x 50 ml Deo's (225 KES each) + your Agent Card (100 KES)
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BUSINESS TIP

Suggest to your customers to buy a roll-on and the matching Eau De Parfum to create a wonderful gift hamper.

TISSUE OIL

MICHAELS BOUQUET tissue oil is a skincare product that can help improve the appearance of scars, stretch marks and uneven skin tones. It is also suitable for aging and dehydrated skin. The oil is non-greasy and can be quickly absorbed by the skin.

Recommended Retail Price*

125 ml

800 KES EACH

QUANTITY IN UNITS	PRICING PER UNIT (KES)
NON AGENTS	800
1 - 2	600
3 +	400



Suitable for ageing and dehydrated skin



Quickly Absorbed



Improve appearance of scars, stretch marks and uneven skin tones



SHOP ONLINE:

<http://michaelsbouquet.com/>



MICHAELSBOUQUET.COM
INFO@MICHAELSPERFUMERY.COM

FIND OUR STORES

NAIROBI

NEW STORE! Wholesale Mall, Shop No G-005, Temple Road | **T** 071 118 9874 (CLOSED SUNDAY)
HH Towers, Ground Floor, Moi Avenue CBD | **T** 074 102 8777 (CLOSED SUNDAY)
Imaara Mall, 1st Floor, Opposite Bata | **T** 074 268 4229
Thika Road Mall, First Floor, Near Food Court | **T** 076 981 4631
Junction Mall, Ground Floor, Opposite Bata | **T** 079 813 0191

MOMBASA Mombasa Mall, 2nd Floor, Mwembe Tayari Road | **T** 070 888 1302

KISUMU United Mall, Wing B, Opposite Bata | **T** 070 887 9186

ELDORET Imani House, Elijah Cheruiyot Street | **T** 011 514 1918 (CLOSED SUNDAY)

TRADING HOURS: Monday to Saturday 10am - 7pm. Sunday 10am - 4pm