



DISTRIBUTOR

or

AGENT



Distributors are self-employed individuals that are given the right to sell goods within a designated area (territory), under certain terms and conditions. Distributors buy the goods upfront from the manufacturer at wholesale prices and then on-sells those goods within their defined territory at retail prices.

- ✓ Distributors purchase goods from a manufacturer and resell it to a consumer base of their own making.
- ✓ Distributors must provide support and after-sales services to their customers.
- ✓ Distributors must meet agreed targets to maintain distributorship and sales privileges within designated areas.
- ✓ Distributors carry legal liability for their actions and appropriate representation of product efficacy and functionality.

Agents are self-employed intermediaries who have authority to negotiate the sale of goods on behalf of a manufacturer. An agent may negotiate and conclude the sale of goods on behalf of and in the name of a manufacturer and is paid commission for such sales. Manufacturers are obligated to fulfil purchase orders which have been facilitated by agents.

- ✓ Agents purchase or carry no stock.
- ✓ Agents deal with a consumer base of their own making, however, strongly influenced by the manufacturer.
- ✓ Agents must meet agreed targets to receive sales commission.
- ✓ Agents carry little legal liability for their actions or appropriate representation of product efficacy and functionality.

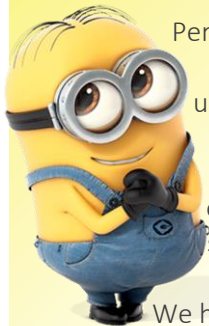
You are a distributor, not an agent!

A true Treasure

Quite often overlooked, *REJUVENATING ESSENCE* is really a true skincare gem. This champ recently migrated from a pump action bottle to a 50 ml tube. In essence, *REJUVENATING ESSENCE* is a cross between a fully-fledged serum and a high-end moisturiser. It contains many botanical extracts such as soapberry fruit, spiny holdback gum, jojoba seed oil, lemon peel oil, rose oil and loads of 100% fresh-pressed aloe. Soapberry fruit extracts and spiny holdback gum are proven to prevent and reverse the signs of tired skin; jojoba oil is closest to the skin's natural sebum and helps to maintain good skin moisture levels. Although *REJUVENATING ESSENCE* is now packaged in a tube, it still has a very thin consistency to aid quick absorption of the botanical components deep into all the layers of the skin.



PLEASE HELP US TO SERVE YOU BETTER



Personalised service is always our number one priority; however, we need your help to improve our service even more. You were issued with a unique 7-digit distributor code when you were appointed as distributor.

This code is reflected on the invoices that you receive from us. Your distributor code allows us to access your general information and orders in an instant. Our staff are trained to provide quick and effective service, but our best effort to identify you just by seeing you or hearing your voice, name, surname, or email address, fails miserably.

We have countless distributors with the same or similar names/surnames. We therefore necessitate that all future correspondence must first and foremost, include your 7-digit distributor code.

- 1 Clearly quote your distributor code during all voice communication – i.e. “Hi Aloe Ferox. This is June Schultz – SCH215P”.
- 2 Always type your distributor code first in the subject field of all email correspondence.

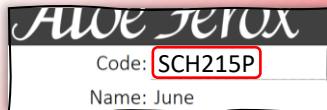


3 **VERY IMPORTANT**

Use just your distributor code (and ABSOLUTELY nothing else) as reference on all your payments to Aloe Ferox. Sorting through hundreds of poorly identifiable payments is totally counterproductive to the personal service that we aim to give. Poorly identifiable payments may also result in delayed handling of your orders.

Use only the following format with no spaces or hyphens: **SCH215P**

- 4 Always fill out your distributor code on the order form before you submit your order.



YOU ARE FAMILY – NEVER JUST A NUMBER!

NEW LABELLING & UPGRADES

SHOWER GEL LADIES and *SHOWER GEL GENTS* will soon be made available to consumers without the needless gender assignment. Both products have also been upgraded and labelling will change as existing stock runs out. *SHOWER GEL LADIES* will become *SHOWER GEL PAMPER* and *SHOWER GEL GENTS* will become *SHOWER GEL FRESH*.

Both products are enhanced with vitamin E. The upgraded products also contain grape seed oil, sweet almond oil and honey to moisturise while you wash, leaving your skin feeling pampered, soft, and fresh.



DON'T FORGET TO REMEMBER



Christmas gifts are available from 1 October

Let us design quality ads for you

Send an email to design.it@af.co.za for more info.

✓ Social Media

✓ WhatsApp

✓ Posters



WhatsApp

Join the Aloe Ferox WhatsApp group to automatically receive beautifully designed ads and monthly specials that you can instantly forward to your clients. By joining the group, you will also enable us to keep you informed on product updates and other important information. This is not a chat group, therefore we will not accept any correspondence via the group. Send an email to whatsapp@af.co.za for more information.

LOCKDOWN SKINCARE SETS

The lockdown skincare set project has been scrapped after carefully reviewing feedback, pros and cons as well as long-term practical implications.

SANITISERS

Thank you for all the positive feedback regarding the newly launched alcohol-based *HAND SANITISER SPRAY*. It will remain available (as listed on the latest order form) in a 2 litre clear plastic bottle with cap – making it easier to decant at home into smaller spray bottles.

THE ORDER FORM

This section outlines the technical/practical issues when submitting orders via the Aloe Ferox order form. There are 2 separate order forms – one for distributors, another for clients, available in 1) printed, 2) pdf or 3) spreadsheet formats.

1. Printed order forms can easily be filled out by hand, but submission can be tricky. Printed order forms must be scanned and emailed, or faxed – we request scan and email to fax. We request that nobody emails photographed order forms; we will gladly spend some time with you on the phone aiding you to install a free app on your smartphone that can scan and email your orders. Send an email to orderform@af.co.za to request assistance.
2. Pdf is a great format for sending documents electronically, but editing/altering is troublesome. Ultimately, pdf documents must be printed and completed by hand.
3. Spreadsheet (the preferred method) refers to software running on a computer or smartphone that can easily calculate data such as quantities and prices. The most common spreadsheet in SA is Excel, others are Google Sheets, Lotus 1-2-3, Numbers, etc. The issue is that different spreadsheets are not fully compatible. For instance, we created the order form using Excel. Opening it in Google Sheets will work, but there will be issues. Follow these steps for ease of use:
 - a. Open the order form using Excel or similar program. Approve/allow security warnings, if any.
 - b. Fill out your name, surname, distributor code, etc.
 - c. Type the required quantities in the QTY columns and review your payable total.
 - d. Click on “File” and then on “Save As” when finished.
 - e. Save the order as your distributor code plus date: SCH215P 2020-10-05. Take note of the location where the file is being saved.
 - f. Email/share the saved file from the saved location to sales@af.co.za.
4. We will pay a small fee to individuals who are willing and able to create fully functional, lookalike quality order forms in formats other than Excel. Send an email to orderform@af.co.za to discuss the criteria.

COURSES 2021

We are planning to resume our distributor courses at Aloe Ferox in Albertinia early 2021. Courses include 2½ days of jam-packed lectures on the value of the aloe, skin care, marketing techniques, skin problems, health supplements & related health issues, ingredients, etc. Courses are free and include course material, tea/coffee breaks, lunch, self-catering accommodation and commute between accommodation and Aloe Ferox. You just need to arrive! Send an email to marketing@af.co.za for more information.