

Pink



Zebra
Change Your Fragrance
Change Lives

RENO NEVADA

PINK ZEBRA
FAMILY REUNION
JULY 2022

COLLABORATE & CELEBRATE

MY YEARLY BUSINESS WORKBOOK

AUGUST 2022-JULY 2023



MY YEARLY BUSINESS WORKBOOK

An organizational guide
to help you plan for success
in the coming year!

THIS BOOK BELONGS TO





TOM & KELLY GAINES

Welcome to our eleventh Pink Zebra Family Reunion. We are excited you are joining us both in person and online for a weekend of growth and inspiration.

The theme of this year's Reunion is **Collaborate & Celebrate**. The idea of **Collaboration** is central to Pink Zebra and actually helped inspire its name. Just as every zebra in the wild has a unique set of stripes, reflecting their own individuality, our Consultants are also all unique, with their own strengths and abilities. Yet the true power of a zebra is when it is part of a herd, as the stripes of all of the animals meld together to make them indistinguishable from one another and therefore confusing to prey, protecting the herd as a whole. So too, when Consultants gather together to collaborate and support each other, they have a power like no other.

We are also focusing this year on the idea of **Celebration**. You have so many accomplishments, both large and small, that we are so proud of! We recently started a weekly program called WE SEE YOU where we celebrate the everyday accomplishments of Consultants, giving them encouragement to keep going and inspiring others. Take time to celebrate your own accomplishments as well as the growth of others and you'll see that it changes your whole outlook and approach to your business.

Together these two themes form our wish for you for both Reunion and the coming year: that you continue to collaborate, using your power as a herd to excite and inspire each other to even greater success and then that you celebrate that success together in true zebra fashion, growing even more. We are excited to see the new directions we all go in this year!

Thank you for all you do and for supporting Pink Zebra,

Tom & Kelly Gaines
Founders, Pink Zebra

AGENDA

SATURDAY DIRECTORS & LEADERS DAY

JULY
23

7:30 AM–8:30 AM	Directors and higher breakfast (provided) and Registration
8:30 AM–11:30 AM	Directors Training
11:00 AM–12:00 PM	Leaders Registration
11:30 AM–12:30 PM	Lunch provided for Managers through Directors
12:30–2:00 PM	Leader Training (Managers and higher)
2:30 PM	Depart for Leader Event—Virginia City

SUNDAY DAY ONE

JULY
24

7:30–9:00 AM	Early Reveal Breakfast (provided for Executive Managers and higher)
7:30–8:30 AM	Registration (all)
8:30 AM	Reunion Opening
9:00–10:00 AM	Climb the Tree: Tom Gaines
10:00–11:30 AM	The Secret Sauce: Jera Foster-Fell
11:30 AM–12:30 PM	Lunch (on own or provided for those that purchased)
12:45–3:00 PM	PZTV Live: Fall/Winter Catalog Launch Following PZTV: Display viewing (all)
5:00 PM	Newcomers Event

MONDAY DAY TWO

JULY
25

7:30–8:45 AM	Pinkposium - Grab breakfast on us and learn from the best!
9:00–9:45 AM	Recognition
9:45–11:00 AM	What's New?
11:00–11:45 AM	Our Price is Always Right
11:45 AM–12:00 PM	2023 Incentive Trip Reveal
12:00–1:00 PM	Lunch (on own or provided for those that purchased)
1:00–4:30 PM	Training Workshops - Concurrent Sessions Session #1: 1:00–2:00 PM Session #2: 2:10–3:10 PM Session #3: 3:20–4:20 PM
4:30–7:00 PM	Dinner on your own
7:00 PM	Paisley Awards (Pink/White/Blue Sapphire Recognition & 2023 Reunion Reveal)
9:00 PM	Paisley Afterparty

All times are shown in Pacific Standard Time (PST) | Schedule subject to change



MY COLLABORATION GOAL:

MY CELEBRATION GOAL:

MY PERSONAL GOAL:

THESE THREE MINI-GOALS WILL HELP ME REACH MY
OVERALL WIG (WILDLY IMPORTANT GOAL) OF:

GENERAL SESSIONS



THE SECRET SAUCE



JERA FOSTER-FELL

KEYNOTE SPEAKER

Jera Foster-Fell, aka Jera Bean, is a social media educator, coach, speaker, and content creator and her mission is to transform the way that you show up on social media! Jera teaches the ins and outs of creating your own personal brand online, the secrets to building a loyal and engaged community, and all the steps that it takes to use social media as a powerful + positive tool for your business. She is the founder of The Social Media Saloon, an intensive group coaching program, and has created social media programs and workshops for major brands like Estée Lauder, MAC, and Adobe on how to harness the power of Instagram and TikTok. Jera prides herself on always putting forth a mix of determination, creativity, humor, and authenticity... also known as the secret sauce!

NOTES

CLIMB THE TREE

Join Co-Founder Tom Gaines to hear about navigating the economy during these times and how Pink Zebra has already been making adjustments to keep everyone successful and maintain that momentum going into the future.



TOM GAINES

CO-FOUNDER, PINK ZEBRA

NOTES

WHAT'S NEW

Here at Pink Zebra, we are officially customer obsessed! Learn how we are making things EZPZ for our customers by giving them more flexibility with their customer accounts and adding new online features so they can shop with ease this fall.



TOM GAINES

CO-FOUNDER, PINK ZEBRA



KEVIN JOHNSON

DIRECTOR OF
CUSTOMER EXPERIENCE



DAJER ABREU

DIRECTOR OF IT

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WORKSHOPS



SELL LIVE & THRIVE!

Selling live is the new trend, but how can you tap into it? Learn from a top Live Seller how to create an online live selling business and make it work for you. This step-by-step training will benefit both beginners and veterans and you'll be thriving online in no time!



KRISTA CLAY

DIRECTOR

I have been with the company for almost 6 years! Fortunately, I have been able to work my business 100% online the entire time successfully. Over this time, I have done over \$325,000 in personal sales, sponsored over 200 people personally and earned 6 incentive trips. Live selling is a big part of creating and building relationships and a community of people who support you in your small business on social media. Creating an environment where people are having fun, learning, and enjoying the products with you does make a difference for people on social media.

Let's talk about how to make this happen for you!

NOTES

PUMP UP YOUR LIVES

You are already a success selling live, but you are ready to take it to the next level.

Join a top Live Seller as she shares her tips for doing \$5,000–\$10,000+ in sales and sponsoring 12–20 people per month.

Trust us, you can do it too!



HEATHER GAUTREAUX

EXECUTIVE DIRECTOR

I have worked my Pink Zebra business exclusively through social media since I joined in 2017. The first 3 years, I worked my PZ business while also working as a full-time branch manager of a finance company. Social media was the only option for me and my family to fit in the work of a side hustle. I made it all the way to Director while working my business as a side hustle on social media!

As of December 23, 2020, my social media PZ business grew so large that I was able to quit my full-time branch manager job!

NOTES

SPONSOR ONLINE WITH SUCCESS

It's easy to create a relationship over coffee, but how do you build a team through social media? Learn how you can use your social platforms to create the team of your dreams!



ALICIA NORTON

DIRECTOR

From basic to diva...I learned to invent myself and embrace more non-traditional methods, attracting people to me in a non-salesy, non-pushy, non-scary way. I'll share what I do with you... come ready to throw all fears about recruiting in the garbage can.



KRYSTAL KELLY

DIRECTOR

Many know me know as the "SmallTownInk girl" AKA Krystal Kelly. Online sponsoring has been the heart of my business, earning myself multiple Diamond Awards. I love to empower other women. I found my creative niche for online, let me help you. I always loved that we're all zebra, each with our own unique stripe.

NOTES

FROM CUSTOMERS TO RAVING FANS

Use your passion for building relationships to turn your customers into raving fans—fans that reorder, provide referrals and eventually become a part of your team!



MELINA DIXON

EXECUTIVE MANAGER

I joined Pink Zebra Home in December 2012 and currently hold the title of Executive Manager. I rely on my passion for relationships and background in customer service to move my Pink Zebra business forward. The connections I have with my customers and team are the best part of my business.
#PeopleOverProfits



SYLVIA POIRIER

SENIOR MANAGER

I am a small town Canadian girl, 3-time Pink Sapphire, Aruba Incentive Trip earner and all of this thanks to my amazing customers! I love interacting with my customers, especially in a live setting, and always try to show my sense of humor, be informative and convey my love for Pink Zebra products. My customers know that I am always there for them and they respond in kind!

NOTES

OMNI CHANNEL: THE NEW TREND

We know the secret to sales is to give the customers what they want. The latest sales trend, Omni Channel, is all about meeting the customers where they are.

Learn how you can increase sales by creating an EZPZ positive and seamless experience for your customers!



KARIN SEDELL

FIELD DEVELOPMENT MANAGER

One thing I've learned in almost 20 years in direct sales is it's all about the customer and today's customers want to buy where and when it is convenient for them. I'm excited to share this new sales trend with you!

NOTES

NOSE IT ALL

Take the first step in becoming a Pink Zebra Fragrance Expert by discovering the origins of your favorite fragrances and learning how Pink Zebra Sprinkles are unique in the fragrance market. Then let us help you turn this knowledge into sales!



KARIN SEDELL

FIELD DEVELOPMENT MANAGER

Over my years in direct sales, one thing I've learned is that product knowledge is crucial to successful sales. If you're an expert in your product, people feel they can trust you which means more sales and team members.

Learning how to take that knowledge and share it effectively with your customers is key and I can't wait to share this new training that not only makes you a Fragrance Expert but also shows you how to share it with others.

NOTES

GO FOR PINK!

Pink Sapphire is within your reach!
Learn tips and tricks to advance
your sales and grow your team to
achieve this milestone. But don't
stop there—we bet you can earn
White and Blue Sapphire, too!



AMANDA LISBURG

SENIOR MANAGER

I've been with Pink Zebra since August 2016. I'm a senior manager and have reached Pink Sapphire since the start of the program. What I like best about the Sapphire program is that it sets me up right away, each fiscal year, for a goal to reach. Once I reach that goal, then I move on to other goals that I want to challenge myself with!



THERESA DENOBLE

SENIOR MANAGER

I have been with Pink Zebra since September 2013! I have been a Pink Sapphire since the program began and it has never been an option but rather a goal. If you struggle with goals, here is one created for you. When broken down it is very attainable. Pink Zebra creates these programs for us to better us.

NOTES

WAY TO GROW

**Build a team and then help it grow!
Learn how to create a dynamic
culture of growth on your team that
results in multiple promotions and
moving up the leadership ranks. It
will benefit everyone!**



LAURIE LAGRONE

DIRECTOR

My name is Laurie LaGrone and I encourage over 2,800 Consultants on my team every day to work their business any way they want! Creating a growth culture has led to hundreds of promotions on our Team! I love my people for who they are. I have watched so many lives change, including mine. Forever grateful for this amazing business opportunity!

NOTES

SMILE FOR SUCCESS

Every zebra knows a smile goes a long way! Found out why having a positive mindset is crucial for success as Top Leaders share their tips and tools for maintaining that mindset.



DANA LOUKANIS

EXECUTIVE DIRECTOR

My days used to be controlled by all the things... I was always "reacting". Putting some practices in place has helped me take my days back. Making the choices (including my mindset) to take care of my priorities every day. Carefully focusing on what is helpful, not harmful, changes everything!



MICHELLE HERD

DIRECTOR

In spring of 2016, I became a Zebra, after I fell in love with those magical Sprinkles. Pink Zebra has changed my life in so many ways. I have earned every Incentive Trip since I joined, top awards, promoted to a Director in 3 years, and I've had the opportunity to present for both Reunions and Rallies at least a dozen times! Throughout my journey I have learned to overcome challenges to grow and succeed, because I was determined to let nothing stop me. Pink Zebra has helped me grow into the woman I have always wanted to be. Truly making dreams come true!

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PRODUCT REVEAL



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fragrance your life with

Sprinkles®

Sprinkles® are Pink Zebra's signature scented, eco-friendly Soft Soy® wax melts that give you strong and long-lasting fragrance.



SOFT SOY WAX MELTS

Our premium Sprinkles formulation and curing process immediately capture fragrance oils, creating an optimal fragancing experience.



NON-TOXIC

Made with only IFRA-certified ingredients, Sprinkles are both alcohol- and paraben-free, making them safe and clean for your home.



BLENDABLE

Enjoy our Sprinkles as is or personalize your space by mixing several fragrances together to create your own unique scent!



MADE IN THE USA

From local soybean farmers straight to our facility in Sugar Land, TX!



NEW LOOK, SAME SENSATIONAL FRAGRANCE!

Purchase Sprinkles in our new 3.75 oz. signature bags or indulge in a 16 oz. carton of your favorite scent for over 400 hours of fragrance!



16 OZ. CARTON
\$32 USD/\$40 CAD

Enjoy up to 408 hours of
fragancing per carton!
Contains about 17 servings.



3.75 OZ. BAG
\$10 USD/\$13 CAD

Enjoy up to 96 hours of
fragancing per bag!
Contains about 4 servings.

Simmer Pot Warmers

Pour in
your favorite
Sprinkles, turn
on and enjoy!

POUR IT. WARM IT.

Fun, Fast Home Fragrance

IT'S JUST THAT EZPZ!

Change your fragrance. Change lives.

Pink Zebra
WILD

Sprinkle
FRAGRANCE

Soaks[®]

fragrance oil

Also
available
with a spray
top!

Go-Cards

Perfect for on-the-go
fragrancing—
just Soak and go!

Soaks fragrance oils use a blend of essential oils and a cosmetic-grade base to safely fragrance your space at home or on the go!

Pour Soaks into any of our diffuser products such as Reed diffusers or Wallhugs plug-in diffusers, or spray it on our Just Add Soaks on the go diffusers or natural diffusers for a plug-free fragrancing experience!

TRUSTED & SAFE

Alcohol free | Phthalate free | Dye free | No preservatives | Non-toxic
Ozone safe | Skin safe | Pet friendly* | Fabric safe

3.75 FL. OZ. BOTTLE \$14 USD/\$18 CAD

**Fragrance is not recommended for exotic birds.*

Hang-Its

Perfect for on-the-go
fragrancing—
just soak and go!

Reed Diffusers

Add Soaks
fragrance oil and
enjoy for hours!



Supa' Clean®

Designed to keep you feeling fresh and clean, the Supa' Clean line of products is pH-balanced, kills 99.9% of germs and is made with quality ingredients including essential oils and great-smelling fragrances meant to put a smile on your face.

ANTIBACTERIAL HAND SOAP

A blend of mild soap and essential oils, leaving your hands soft and supa' clean.

8.5 FL. OZ. BOTTLE
\$11 USD/\$14 CAD

DISINFECTANT SPRAY

A fragranced disinfectant sanitizing spray to keep things clean. Great to use on surfaces such as shopping carts and door handles.

3.75 FL. OZ. BOTTLE
\$9 USD/\$11 CAD

HAND SANITIZER

Enjoy a 4-pack of 2 oz. mini hand sanitizers infused with your favorite fragrance for feeling clean on the go!

4-PK 2 FL. OZ.
\$13 USD/\$16 CAD

ARE YOU IN THE CLUB?

CLUB PINK®

JOIN THE CLUB TO INCREASE YOUR SALES EACH MONTH!

GET IT FIRST

Receive a Carton of the following month's Paisley's Pick Sprinkles fragrance wax before it is available to your customers.

SELL MORE!

Divide up your Carton into samples and hand out to customers to generate excitement and pre-sell the fragrance!

AMAZING VALUE

Enjoy your exclusive Carton of Sprinkles at a special low member price!

\$22.33 USD | \$27 CAD (Consultant & higher)

\$26.33 USD | \$32.40 CAD (Social Consultant)

You also receive \$26.68 USD/\$29 CAD SV on your subscription!

JOINING IS ^{ez} PZ™

Join by going to **ZebraNET > Shopping > Website/ClubPink/Autoships** and clicking on the "Club Pink" button.



FREQUENTLY ASKED QUESTIONS

Q: How do I enroll and when is the cut off date?

A: Visit **ZebraNET > Shopping > Website/Club Pink/Autoships** and then click on the "Club Pink" button. Simply add the Club Pink item and you are set. Your next shipment will begin on the 5th of the month. You may enroll any time when it is open for registration, but must register prior to the 5th of the month to receive the upcoming month's Club Pink.

Q: What is the cost?

A: Being a Member has its privileges! As a **Consultant or higher** you will receive this Club Pink Carton for only **\$22.33 USD/\$27 CAD** and as a **Social Consultant** for **\$26.33 USD/\$32.40 CAD!** Yes, you will be billed each month and the SV will reflect **\$26.68 USD/\$29 CAD**. There will be normal shipping charges along with any applicable tax.

Q: What is my commitment to be in Club Pink?

A: There is no penalty for canceling your Club Pink. If you wish to cancel your Club Pink membership, please send an email to customerservice@pinkzebrahome.com with your Consultant ID included.

Q: Who may join Club Pink?

A: Club Pink is open to any Consultant in the U.S. and Canada.

Terms & Conditions: Pink Zebra will automatically bill your credit card on file on or around the 5th of each month and ship thereafter (once order has been posted). Normal SV and CV is applied. *Plus normal shipping and any applicable sales tax applied.

Funnel
Cake



DESTINATION: COUNTY FAIR



Paisley's Pick

fragrance is an
adventure!

Join Paisley every month as she travels the world and brings you the most exciting fragrances from her journeys.



From the vineyards of Italy to the beautiful mountains of Colorado, Paisley brings you an exclusive, monthly fragrance that transports from the ordinary to the extraordinary! Every Paisley's Pick fragrance is available for one month only, so purchase while you can! Available for purchase as a bag of Sprinkles, a bottle of Soaks, or as a bundle.

HOSTS EARN EXCLUSIVE REWARDS!

Host a party of \$300+ and earn a special Host V.I.P. box featuring a variety of items that use that month's Paisley's Pick fragrance: a bag of Sprinkles, a bottle of Soaks, a bottle of Lotion, a bottle of Supa' Clean Antibacterial Hand Soap and a pack of Go-Card diffusers.

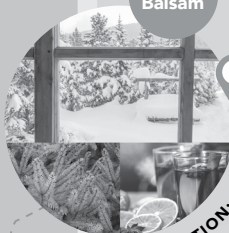
Consultants—want a sneak peek at the upcoming Paisley's Pick? Join Club Pink!



START YOUR FRAGRANCE ADVENTURE!

Scan the QR code to purchase this month's Paisley's Pick.

White
Balsam



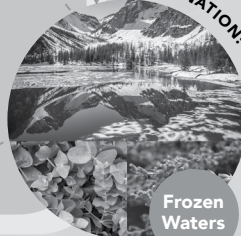
DESTINATION: CANADA

DESTINATION: SINGAPORE



Apple
Wood

DESTINATION: ITALY



Frozen
Waters

ScentFlirt®

A MONTHLY SUBSCRIPTION FOR HOME FRAGRANCE LOVERS

Fragrance Surprises DELIVERED MONTHLY!

100 + HOURS OF FRAGRANCE ENJOYMENT!



Something new, fun and exclusive every month! Absolutely loved all these fabulous fragrances.

—MICHELLE H., HERRIMAN, UT



MONTHLY REFRESH

Keep your space smelling great with fresh, new fragrance samples every month.



SNEAK PEEKS

Limited edition scents made of non-toxic Soft Soy wax.



MORE FOR LESS

Get a wide variety of products for one low price.



LOYALTY PERKS

Save 5% on all fragrance products after 6 consecutive months in ScentFlirt.



SCAN ME TO

order now!



September: Fall Fragrance



March: Fragrance on the Go



January: Fragrance Sneak Peeks

HEROES

charitable program



At Pink Zebra, we see single moms as true heroes—their work, care and sacrifices inspire us. Pink Zebra's HEROES® program (Helping, Encouraging, Rewarding, Obtaining, Education for Single moms) is about encouraging and supporting single moms by providing them with free days of daycare so that they may achieve a better life for their families.

HEROES RECEIVE



FREE DAYS OF DAYCARE

Receive a minimum of \$150 a month for daycare expenses, equaling 4 days of **free** daycare every month.*



20% OFF JOIN KITS

Receive 20% off any of our business join kits to become a Pink Zebra Independent Consultant.**



ANY SINGLE MOM CAN APPLY

Reapply every three months and receive benefits for as long as you and your children qualify!



FAST APPLICATION PROCESS

You could be approved within 14 days with a complete application.



APPLY TODAY TO BE PART OF THE HEROES® PROGRAM

Scan this QR code or visit pinkzebrahome.com/heroes.asp to download an application.

SUPPORT MOMS AND THE COMMUNITY



Pink Zebra has chosen **Snowberry** as our Fall/Winter 2022 HEROES® fragrance. When you purchase this fragrance, 10% is donated to the HEROES® program. Host a party and for every \$500 sold at the party, Pink Zebra will donate a day of daycare to a single mom.

The HEROES® program has helped make a difference for more than just single moms through donations to charitable causes such as Toys for Tots (USA & Canada), Step Up, St. Jude Children's Research Hospital and many more.

*Based on an average rate of \$35 a day | **Offer valid for 30 days after application approved.



I wanted to go back to school, but I knew I could not afford the daycare my daughter would need. The financial assistance I received has allowed me to return to school and give my daughter the life she deserves. HEROES® has given us a chance to better ourselves and our world.

AMY
HEROES® Recipient

other
ways
you can
change
a life



ASSEMBLED IN THE USA, PROVIDING LOCAL JOBS

Your purchase of a Pink Zebra American-assembled Simmer Pot warmer provides local jobs to veterans, single moms and more.



SUPPORT LOCAL SOYBEAN FARMERS

Every time you purchase and enjoy Sprinkles, you are supporting U.S. soybean farmers' families and the local economy.



SEASONAL FRAGRANCE SPOTLIGHT

Each season, we spotlight one of the essential oils we have used in Pink Zebra fragrances that season, delving into its origin, its benefits, and how it is used to enhance fragrance.

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CALENDAR



August

2022

SUN	MON	TUES	WED	THU	FRI	SAT
	1	2	3	4 Chocolate Chip Cookie Day	5 CLUB PINK payment processes	6
7 Sisters' Day	8	9	10	11 Top to Top Call	12	13
14	15	16 Tell a Joke Day	17	18	19	20
21	22	23	24 National Waffle Day	25	26	27 National Just Because Day
28	29	30 National Beach Day	31 Last day to place an order or qualify for the month			
<div><div></div><div>Who are you going to collaborate and celebrate with this month?</div></div>						

SALES GOAL _____

SPONSORING GOAL _____

September

2022

SUN	MON	TUES	WED	THU	FRI	SAT
				1	2	3
4	5 Labor Day Customer Service Closed CLUB PINK payment processes	6	7	8 Top to Top Call	9	10 Swap Ideas Day
11 Patriot Day	12	13	14	15	16 World Guacamole Day	17
18	19	20 Punch Day	21	22	23	24
25	26 Rosh Hashanah	27	28 Good Neighbor Day	29	30 Last day to place an order or qualify for the month	
<div><div></div><div><ul style="list-style-type: none">Review October's first half to ensure sales/events plannedPlan social media content with fall decorating ideasHow many new customers will you add this month?Who can you invite to next month's Rally?Who are you going to collaborate and celebrate with this month?</div></div>						

SALES GOAL _____

SPONSORING GOAL _____

October

2022

SUN	MON	TUES	WED	THU	FRI	SAT
						<div>1</div> <div>International Coffee Day</div> <div>FALL RALLY*</div>
<div>2</div>	<div>3</div>	<div>4</div>	<div>5</div> <div>Yom Kippur</div> <div>CLUB PINK payment processes</div>	<div>6</div> <div>Top to Top Call</div>	<div>7</div> <div>World Smile Day</div>	<div>8</div>
<div>9</div>	<div>10</div> <div>Columbus Day</div>	<div>11</div>	<div>12</div>	<div>13</div>	<div>14</div>	<div>15</div> <div>Sweetest Day</div>
<div>16</div>	<div>17</div> <div>Boss's Day</div>	<div>18</div>	<div>19</div>	<div>20</div>	<div>21</div>	<div>22</div>
<div>23</div>	<div>24</div>	<div>25</div>	<div>26</div>	<div>27</div>	<div>28</div>	<div>29</div> <div>Internet Day</div>
<div>30</div>	<div>31</div> <div>Halloween</div> <div>Last day to place an order or qualify for the month</div>	<div><div><div>• Begin planning your November and December calendar</div><div>• Catalog reprint offers new booking opportunities</div><div>• Plan social media content with fun Halloween ideas</div><div>• Who needs to earn holiday cash by starting their own PZ Biz?</div><div>• Who are you going to collaborate and celebrate with this month?</div></div></div> <div>*Date subject to change</div>				

SALES GOAL _____

SPONSORING GOAL _____

SUN	MON	TUES	WED	THU	FRI	SAT
		1	2	3	4	5 CLUB PINK payment processes
6 Daylight Savings Time Ends	7	8	9 Chaos Never Dies Day	10 Top to Top Call	11 Veterans Day	12
13 World Kindness Day	14	15	16	17 National Princess Day	18	19
20	21	22	23	24 Thanksgiving Day Customer Service Closed	25 Black Friday Customer Service Closed	26
27	28	29	30 Last day to place an order or qualify for the month			
<ul style="list-style-type: none">• Plan your holiday Open House/Gift-buying parties• Plan your Black Friday and Cyber Monday strategy• Focus on gift-giving ideas in your social media content• Who are you going to collaborate and celebrate with this month?• Be sure your selling days in December are booked before Thanksgiving						

SALES GOAL _____

SPONSORING GOAL _____

SUN	MON	TUES	WED	THU	FRI	SAT
				1	2	3
4	5 CLUB PINK payment processes	6	7 Pearl Harbor Day Remembrance Day	8 Top to Top Call	9	10
11	12 Gingerbread House Day	13	14	15	16	17
18	19 Hanukkah Begins	20	21	22	23 Customer Service Closed	24 Christmas Eve
25 Christmas Day	26 Boxing Day Kwanzaa Begins Customer Service Closed	27	28	29	30	31 New Year's Eve <i>Last day to place an order or qualify for the month</i>
<ul style="list-style-type: none">• Focus on who needs to be at your Open House in early December• Share gift-giving ideas with your December hosts to maximize the season• Begin planning for January 2023 - end of catalog buying and catalog reveal parties• Who can you share the business with? Paying off holiday debt could be key.• Who are you going to collaborate and celebrate with this month?						

SALES GOAL _____

SPONSORING GOAL _____

January

2023

SUN	MON	TUES	WED	THU	FRI	SAT
1 New Year's Day	2	3	4	5 CLUB PINK payment processes	6	7 DIRECTOR RETREAT BOLIVAR, TX* →
8 →	9 Clean Off Your Desk Day	10	11	12	13 Make Your Dreams Come True Day	14
15	16 Martin Luther King Jr. Day	17	18	19 National Popcorn Day	20	21
22	23	24 Belly Laugh Day	25	26	27	28 SPRING CATALOG REVEAL RALLY*
29	30	31 Last day to place an order or qualify for the month				
<ul style="list-style-type: none">• Review February for booking more catalog reveal parties• Plan social media content to focus on new year, new opportunities• Are your incentive trip points on track?• What do you want the last 6 months of your Reunion year to look like?• Who are you going to collaborate and celebrate with this month? <p>*Date(s) subject to change</p>						

SALES GOAL _____

SPONSORING GOAL _____

February

2023

SUN	MON	TUES	WED	THU	FRI	SAT
			1	2 Groundhog Day	3	4
5 CLUB PINK payment processes	6	7	8	9 Top to Top Call	10	11 National Make a Friend Day
12	13	14 Valentine's Day	15	16	17 Random Acts of Kindness Day	18
19	20 President's Day	21 Mardi Gras	22 Ash Wednesday	23	24	25
26	27	28 Last day to place an order or qualify for the month				
<ul style="list-style-type: none">• Review next month's first half to ensure sales/events planned• Plan social media content with a "love it all" theme• This is "love on your customers" month• Final Incentive Trip point month• Who are you going to collaborate and celebrate with this month?						

SALES GOAL _____

SPONSORING GOAL _____

SUN	MON	TUES	WED	THU	FRI	SAT
			1 World Compliment Day	2	3	4
5 CLUB PINK payment processes	6	7	8	9 Top to Top Call	10	11 Oatmeal Nut Waffle Day
12 Daylight Savings Time Begins	13 Commonwealth Day (CAD)	14	15	16	17 St. Patrick's Day	18
19 National Let's Laugh Day	20	21	22	23 Puppy Day	24	25
26	27	28 Something On a Stick Day	29	30	31 Last day to place an order or qualify for the month	
<ul style="list-style-type: none">• Review next month's first half to ensure sales/events planned• Plan social media content - Spring is in the air• How is your 1st quarter wrapping up?• Have you grown your customer base consistently?• Who are you going to collaborate and celebrate with this month?						

SALES GOAL _____

SPONSORING GOAL _____

April

2023

SUN	MON	TUES	WED	THU	FRI	SAT
						1 April Fool's Day
2 Palm Sunday	3 World Party Day	4	5 CLUB PINK payment processes	6 Passover Begins Top to Top Call	7 Good Friday Customer Service Closed	8
9 Easter	10	11	12 Grilled Cheese Day	13	14	15
16 Wear Pajamas to Work Day	17	18	19	20 INCENTIVE TRIP 2023	21	22 Earth Day
23	24	25	26 Pretzel Day	27	28	29
30 Last day to place an order or qualify for the month	<ul style="list-style-type: none">• Review next month's first half to ensure sales/events planned• Plan social media content around Mother's Day and spring gift-giving• Who is on your radar to join your team?• Host a mother/daughter event• Who are you going to collaborate and celebrate with this month?					

SALES GOAL _____

SPONSORING GOAL _____

SUN	MON	TUES	WED	THU	FRI	SAT
	1	2	3	4	5 Cinco de Mayo CLUB PINK payment processes	6
7	8	9	10	11 Eat What You Want Day Top to Top Call	12	13
14 Mother's Day	15	16	17	18	19	20 Armed Forces Day
21	22	23	24	25 Sing Out Day	26	27
28	29 Memorial Day Customer Service Closed	30	31 Last day to place an order or qualify for the month			
<div><div></div><div><ul style="list-style-type: none">How are you doing with earning Pink Sapphire this year?Plan social media content around summer partiesWill you be on an amazing trip with PZ friends?Review your Reunion goals and do your final pushWho are you going to collaborate and celebrate with this month?</div></div>						

SALES GOAL _____

SPONSORING GOAL _____

SUN	MON	TUES	WED	THU	FRI	SAT
				1	2 National Doughnut Day	3
4	5 CLUB PINK payment processes	6	7	8 National Best Friend's Day Top to Top Call	9	10
11	12	13	14 Flag Day	15	16	17 Juneteenth
18 Father's Day	19	20	21 National Indigenous Peoples Day	22	23	24
25	26 Chocolate Pudding Day	27	28	29 Eid al Adha	30 Last day to place an order or qualify for the month	
<ul style="list-style-type: none">• It all wraps up this month as our Reunion year comes to a close• Start creating your next year's vision• Book well this month to create opportunities for booking new catalog parties soon• Stay strong and end strong!• Who are you going to collaborate and celebrate with this month?						

SALES GOAL _____

SPONSORING GOAL _____

SUN	MON	TUES	WED	THU	FRI	SAT
						1 Canada Day
2	3	4 Independence Day Customer Service Closed	5 CLUB PINK payment processes	6 Top to Top Call	7	8
9 Sugar Cookie Day	10	11	12	13	14	15
16	17	18	19	20	21 National Junk Food Day	22
23 Parents Day	24	25	26	27 REUNION 2023*	28 Milk Chocolate Day	29
30	31 Last day to place an order or qualify for the month	<ul style="list-style-type: none">• See you at Reunion 2023!• You've got a whole new year ahead of you!• Plan, party and sponsor!• Who are you going to collaborate and celebrate with this month? <p>*Date(s) subject to change</p>				

SALES GOAL _____

SPONSORING GOAL _____

JOIN US FOR THE 2023 INCENTIVE TRIP!

SUCCESS STARTS ON DAY 1!

Start tracking your points today to earn a spot on our 2023 Incentive Trip. Consultants have said that once you have been on one trip, you'll never want to miss another!

Record your points by visiting
[ZebraNET > Resources > Incentives](#).

SEE YOU THERE!

PREVIOUS TRIPS

Cancun, Mexico

Punta Cana, Dominican Republic

Negril, Jamaica

Provincia de Guanacaste, Costa Rica

Panama City, Panama

Cap Cana, Dominican Republic

Limerick, Ireland

British Virgin Islands ☺

Aruba

Akumal, Mexico



WHAT'S TO COME

PINK ZEBRA EVENTS 2022-23



FALL RALLIES

October 1, 2022*

SPRING CATALOG REVEAL RALLIES

January 28, 2023*

INCENTIVE TRIP 2023

April 23–April 26, 2023*

REUNION 2023

July 27–July 29, 2023*

VISIT [PINKZEBRAHOME.COM](https://pinkzebrahome.com) TO LEARN MORE!

*Event date(s) subject to change

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Change Your Fragrance
Change Lives

