



*Pink Zebra Annual Reunion*

# Inspire

COLUMBUS, OH 2023

*my yearly business*

# WORKBOOK

AUGUST 2023-JULY 2024



# MY YEARLY BUSINESS WORKBOOK



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

**THIS BOOK BELONGS TO**

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## Tom & Kelly Gaines

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

Every year we encourage you to do three things this weekend: **to educate, to collaborate and to inspire.** The first goal, to educate, we spend a lot of time on during Reunion, learning about the company, learning how you can take your business to the next level, and learning from each other.

The second goal of Reunion is to collaborate. This is a weekend to strengthen the bonds between old friends, new friends and those just starting out. Our strength is in our numbers and we all have the opportunity to support each other and lift each other up. Through collaboration, we will all be able to build stronger businesses together.

The last goal is to inspire. We have focused on this goal as our theme for this year as we feel that there are so many ways one can be inspired and inspire others. Look outward and gain as much inspiration as you can from others, but also look inward and see how you can inspire someone else. Is there someone new on your team that you can reach out to, is there a new tool that you can share, is there someone who needs some inspiration to keep building their business? We all have a tremendous power to inspire others and sometimes it doesn't take much more than a smile and a helping hand. This Reunion, we hope you gain inspiration from others, but don't forget to reach out and inspire someone else as well.

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

**Tom & Kelly Gaines**  
Founders, Pink Zebra



### AGENDA

THURSDAY  
JULY  
27

#### LEADERS DAY

8:00–11:30 AM	Directors Breakfast (provided) and Updates
10:30–11:30 AM	Leader's Check-In
11:30 AM–12:30 PM	Lunch provided for Managers through Presidentials
12:30–3:00 PM	Leader Training (Managers through Presidentials)
3:15 PM	Buses depart for Leader Event (Columbus Zoo)
4:00 PM	Admission to Zoo
6:00–7:00 PM	Appetizers & Cocktails (Africa Event Center)
7:00–8:00 PM	Dinner
8:00–10:00 PM	DJ & Dancing (early bus departure @ 9:30 )
10:00 PM	All buses depart to Convention Center

FRIDAY  
JULY  
28

#### DAY ONE

7:00–8:45 AM	Newcomers Breakfast (New Consultants <sup>†</sup> & Sapphires)
7:30–8:45 AM	Check In (All)
9:00–9:45 AM	Reunion Opening
9:45–10:00 AM	What we are going to accomplish this weekend
10:00–11:30 AM	Speaker—Tara Renze
11:30 AM–1:00 PM	Lunch (on own or provided for those that purchased)
1:00–4:30 PM	Training Workshops - Concurrent Sessions
1:00–2:00 PM	Session #1 – Main Stage: 4 Stages of Live Selling 4 Stages of In Person Parties
2:10–3:10 PM	Session #2 – Main Stage: 4 Stages of Social Media Parties 4 Stages of Events
3:20–4:20 PM	Session #3 – Main Stage: 4 Stages of Sponsoring Success with Scentflirt, Path to Pink and Beyond
5:00 PM	ScentFlirt Lounge

SATURDAY  
JULY  
29

#### DAY TWO

9:00–10:00 AM	Climb the Tree
10:00–10:45 AM	Recognition
10:45–11:30 AM	What's New?
11:30 AM–12:15 PM	Head's Up Game
12:15–12:30 PM	Incentive Trip Reveal
12:30–1:30 PM	Lunch (on own or provided for those that purchased)
2:00–3:30 PM	PZTV Live Fall/Winter Launch
7:00–9:00 PM	Paisley Awards (Pink/White/Blue Sapphire Recognition & 2024 Reunion Reveal)
9:00 PM	Paisley After Party

\*All times are shown in Eastern Standard Time (EST). Tentative schedule, subject to change  
† Consultants who joined 7/1/2022 or later

# My Goals

I WANT TO LOOK FOR INSPIRATION ABOUT:

I WANT TO INSPIRE SOMEONE ELSE TO:

I'M GOING TO USE MY INSPIRATION TO HELP ME  
REACH MY OVERALL WIG (WILDLY IMPORTANT  
GOAL) OF:

 **GENERAL**  
*sessions*

# Be Who You Came to Be: **LIVE!**



Tara Renze  
**INSPIRE SPEAKER**

Tara Renze is an author, keynote speaker, emotional intelligence and positive intelligence practitioner, podcaster, thought-leader, wife and mother and is redefining how we unleash purpose, level up our success and create sustainable happiness and fulfillment in all aspects of our lives. After two decades of success in corporate leadership and social selling, she started writing and keynote speaking to empower others to "be who they came to be" and create, own and live the life they desire, envision and deserve. Tara has a true passion and talent for guiding others to harness and realize their full potential.

Tara is recognized as an inspirational leader and top achiever. At CareerBuilder.com, she was celebrated as a top national sales leader as she built and led two multi-million-dollar sales teams, facilitated national trainings, and provided leadership consulting to sales teams across the country. She left the corporate world to raise her two boys and successfully built a nationwide, multi-million dollar social selling business that offered flexible entrepreneurship for women.

Tara published her first book *Be Who You Came To Be* in November of 2021 and her Children's book *Bee Who You Came To Bee* in January of 2023. She's currently working on her third book *Perfectly Flawed* which will drop 2024. Her favorite titles in life are wife to Scott, mom to Ben and Jack, daughter, sister and friend. Her dogs, Olive and Phog, are by far her biggest fans.

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# Climb The Tree

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*Tom Gaines*

**CO-FOUNDER**

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.

# 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



*Dajer Abreu*  
DIRECTOR OF IT



*Kevin Johnson*  
VICE PRESIDENT  
OF OPERATIONS

NOTES



# WORKSHOPS.



# 4 Stages of LIVE SELLING



## Tiffany Billings DIRECTOR

Welcome to The 4 Stages of Live Selling! I have been with Pink Zebra for 5 years and live selling has completely changed my business. Not only have my sales tripled since I started live selling, I also have the ability to meet people from all over the country through my lives. Live selling is a game changer in our business.

*Thank you to these consultants who contributed to this training by participating in the 4 Stages of Live Selling Focus Group:*

Heather Gautreaux, Marina Danovich, Britnay Weigel, Becky Schneider, Tammy Propst, Tayler Ferrie, Selena Serrano, Alyssa Acker, Eldesa Smith, Chrissy Agster

NOTES

# 4 Stages of

## IN PERSON PARTIES



*Laurie LaGrone*

**DIRECTOR**

I have provided the in-person experience to Consultants and customers all over North America. From rural Canada to rural America, our communities thrive on having in-person contact. Customers and hosts experience the see, smell and touch relationship with Pink Zebra. The relationships along the way have helped grow not only my personal business, but the in-person relationship has helped grow my team as well!

*Thank you to these consultants who contributed to this training by participating in the 4 Stages of In Person Parties Focus Group:*

Dana Loukanis, Shannon Stuart, Shelly Clark, Michelle Orlando, Donna Conover, Amanda Jackson, Lisa Wallace-Gallant, Laura Arneson, Nikki Kanner, Charity Collins, Gina Stewart, Amy Garner

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# 4 Stages of SOCIAL MEDIA PARTIES



*Krista Clay*  
**DIRECTOR**

I am so excited to be attending my 7th Reunion here in my home state of Ohio and celebrate my 7th Zebra-versary! Leading a training on one of my favorite topics (besides my family, my team and Pink Zebra) is so exciting for me! When I look back and think about how busy I was, how I was a kidnapper, and how I didn't even know how to use social media when I started is just so crazy to me. Then I look through the 7 years and realize that I was able to make this my full-time job in the first year, do almost 700 social media parties, do over \$400,000 in personal sales, personally sponsor over 225 zeebs, have a team of 1,451, and increase my income in leaps and bounds just through working on social media. The reality and beauty of being able to do this from wherever I am and whenever I am able, want to, or can is just such a game changer for this single mom pushing 50. We can work our business any way that we want to, but the one thing that everyone should think about is incorporating social media into their business plan. Let's dig into the 4 stages of social media parties!

***Thank you to these consultants who contributed to this training by participating in the 4 Stages of Social Media Parties Focus Group:***

Amber Hansen, Becky Clanton, Lisa Hought, Bethany Makin,  
Stephanie Baynton, Jenny Leato, Sandi Boyd, Lisa Clark

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# 4 Stages of EVENTS



*Katie Luthringer*

**DIRECTOR**

Building customer relationships has always been my favorite part about my business. Every year, I hold multiple open house events at my home to grow those connections even more and share my love for the product. It's my favorite part of the business!

*Thank you to these consultants who contributed to this training by participating in the 4 Stages of Events Focus Group:*

Julie Reed, Theresa DeNoble, Annette Parish-Newman, Jill Horyczun, Annie Savoie, Heather Campbell, Amanda Sinclair

NOTES

# 4 Stages of SPONSORING



Beth Hanner

**DIRECTOR**

I am thrilled to be presenting on Sponsoring here at the Columbus Reunion! Sponsoring has been such a passion of mine for multiple reasons. If you are looking to further your income potentials, all while watching others crush their personal goals, then this is the workshop for you! Can't wait to share with you all the things that have helped me in my almost 10 years with Pink Zebra.

*Thank you to these consultants who contributed to this training by participating in the 4 Stages of Sponsoring Focus Group:*

Marina Danovich, Danielle Mallik, Dawnye Sprinkles, Brandee Bybee

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# Path to PINK SAPPHIRE



## Becky Schneider

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### MANAGER

I joined Pink Zebra at the Spring Rally in January 2019 and consider myself a “kitnapper.” My original goal for joining was to not sell, but instead to use the discount to support my own fragrance addiction. Prior to joining Pink Zebra, I had zero experience with direct sales, but today I’m one of the Top 10 live selling Consultants. In March 2023, I promoted to Manager and have a team of 50 Consultants. I’ve earned Pink Sapphire (2020, 2021, 2022), White Sapphire (2023), Dazzling Sapphire (January 2023) and in October 2022, I earned my first Incentive Trip (Bahamas, April 2023). I’m a firm believer in setting goals – both business and personal. Creating a “smarter vs. harder” goal plan will open the doors to endless possibilities on the path to earning Pink Sapphire.

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# Success with SCENTFLIRT



## Angela Dennis

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### MANAGER

My journey with Pink Zebra started in August of 2013 and I had every intent to be a kidnapper. 10 years later, I work full time but still have a blast with my business and genuinely enjoy sharing Pink Zebra with everyone. The newest part of talking about my passion for Pink Zebra is ScentFlirt. I'm so excited that it is ALWAYS a surprise, an amazing value and fits into everyone's lifestyle thanks to the versatility of the products. Even though I am terrified to do lives, I still do a live opening every month and do my best to make it fun. With 19 ScentFlirt subscribers so far, it's a wonderful feeling knowing that I am always going to be qualified because of my amazing Flirters. I can't wait to share what I've learned with you!

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# PRODUCT *reveal*



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### 16 OZ. CARTON OF SPRINKLES FRAGRANCE WAX

Enjoy up to 408 hours of sensation fragrancing per carton that supports local soybean farmers! Contains about 17 servings.

### 3.75 OZ. BAG OF SPRINKLES FRAGRANCE WAX

Enjoy up to 96 hours of sensation fragrancing per bag that supports local soybean farmers! Contains about 4 servings.

### 3.75 FL. OZ. DIFFUSER OIL

Focus on mindful living with eco-friendly, pet and kid safe diffuser oil that incorporates responsibly sourced natural oils.

### 2.8 FL. OZ. ROOM SPRAY

Spray more, play more with a non-aerosol, fine-mist spray that works from any direction and is phthalates free.

*Fragrance your life!*

At Pink Zebra, we pride ourselves on offering a diverse range of exquisite fragrance products to elevate your space. Our signature Sprinkles Soft Soy wax melts come in two convenient sizes and are crafted using locally sourced soybeans, supporting our community of soybean farmers. For a serene and eco-friendly diffusing experience, our Diffuser Oils incorporate responsibly sourced essential oils, ensuring they are safe for both kids and pets. To instantly refresh any room, our non-aerosol Room Sprays are designed with a fine mist, allowing you to effortlessly enhance your environment with captivating fragrances.

**ECO-FRIENDLY | RESPONSIBLY SOURCED**  
**KID AND PET SAFE | PHTALATE AND PARABEN FREE**  
**STRONG AND LONG LASTING**



# 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!

JOINING IS 

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 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](mailto: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.

Pink  
Cotton  
Blossom

DESTINATION: ENGLAND

  
*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 beautiful gardens of England, to the tasty treats of the South of France, Paisley brings you an exclusive, monthly fragrance that transports you 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 in multiple formats individually or in bundles.

**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.



DESTINATION: SOUTH OF FRANCE

Vanilla  
Macaron

Sunny  
Citrus

DESTINATION: MAUI

DESTINATION: THAILAND

Ocean  
& Palm  
Leaf



# ScentFlirt®

A MONTHLY SUBSCRIPTION FOR HOME FRAGRANCE LOVERS



## 100+ Hours of Fragrance Enjoyment WITH FRAGRANCE SURPRISES DELIVERED MONTHLY



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



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



Gain immediate access to exclusive products.



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



Get a wide variety of products for one low price.

# 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](http://pinkzebrahome.com/heroes.asp) to download an application.

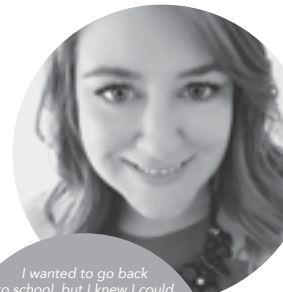
### SUPPORT MOMS AND THE COMMUNITY



Pink Zebra has chosen **Georgia Peach Cobbler** as our Fall/Winter 2023 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.



“I love surprise subscription packages, and ScentFlirt is so much fun! I love the value and being able to receive exclusive products before anyone else is just so much fun!”

MANDI

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# August 2023

SUN	MON	TUES	WED	THU	FRI	SAT
		1 National Girlfriends Day	2	3	4	5 CLUB PINK payment processes
6 National Friendship Day	7	8	9	10 Top to Top Call	11	12
13	14	15	16 National Tell A Joke Day	17	18	19
20	21	22 Never Been Better Day	23	24	25	26 National Dog Day
27	28	29	30	31 Last day to place an order or qualify for the month		
<ul style="list-style-type: none"><li>What inspiration did you gain this month and who did you inspire?</li></ul>						

SALES GOAL \_\_\_\_\_  
SPONSORING GOAL \_\_\_\_\_

# September 2023

SUN	MON	TUES	WED	THU	FRI	SAT
					1	2
3	4 Labor Day Customer Service Closed CLUB PINK payment processes	5 CLUB PINK payment processes	6	7 Top to Top Call	8	9
10 National Grandparents Day	11	12 National Day of Encouragement	13	14	15	16 Rosh Hashana
17	18	19	20	21	22 American Business Women's Day	23
24	25 Yom Kippur	26	27	28	29 National Coffee Day	30 Last day to place an order or qualify for the month
<ul style="list-style-type: none"><li>Review October's first half to ensure sales/events planned</li><li>Plan social media content with fall decorating ideas</li><li>How many new customers will you add this month?</li><li>Who can you invite to next month's Rally?</li><li>What inspiration did you gain this month and who did you inspire?</li></ul>						

SALES GOAL \_\_\_\_\_  
SPONSORING GOAL \_\_\_\_\_



# October 2023

SUN	MON	TUES	WED	THU	FRI	SAT
1	2	3	4	5 Top to Top Call CLUB PINK payment processes	6	7
8	9 Columbus Day	10	11	12	13	14
15	16	17 National Pasta Day	18	19	20	21
22	23	24	25	26 National Pumpkin Day	27	28
29	30	31 Halloween  Last day to place an order or qualify for the month				
<ul style="list-style-type: none"><li>• Begin planning your November and December calendar</li><li>• Plan social media content with fun Halloween ideas</li><li>• Who needs to earn holiday cash by starting their own PZ Biz?</li><li>• What inspiration did you gain this month and who did you inspire?</li></ul> <p>*Date subject to change</p>						

SALES GOAL \_\_\_\_\_  
SPONSORING GOAL \_\_\_\_\_

# November 2023

SUN	MON	TUES	WED	THU	FRI	SAT
			1	2	3	4
5 CLUB PINK payment processes	6	7	8	9 Top to Top Call	10	11 Veterans Day
12 Dinali	13	14	15 National Philanthropy Day	16	17	18
19	20	21	22	23 Thanksgiving Day Customer Service Closed	24 Black Friday Customer Service Closed	25 Small Business Saturday
26	27 Cyber Monday	28 Giving Tuesday	29	30 Last day to place an order or qualify for the month		
<ul style="list-style-type: none"><li>• Plan your holiday Open House/Gift-buying parties</li><li>• Plan your Black Friday and Cyber Monday strategy</li><li>• Focus on gift-giving ideas in your social media content</li><li>• Be sure your selling days in December are booked before Thanksgiving</li><li>• What inspiration did you gain this month and who did you inspire?</li></ul>						

SALES GOAL \_\_\_\_\_  
SPONSORING GOAL \_\_\_\_\_



# December 2023

SUN	MON	TUES	WED	THU	FRI	SAT
					1	2
3	4	5 CLUB PINK payment processes	6	7 Top to Top Call	8 Hanukkah Begins	9
10	11	12 Gingerbread House Day	13	14	15	16
17	18	19	20	21	22 National Cookie Exchange Day	23
24	25 Christmas Day Customer Service Closed	26 Boxing Day Kwanzaa Customer Service Closed	27	28	29	30
31 New Years Eve <i>Last day to place an order or qualify for the month</i>	<ul style="list-style-type: none"><li>• Focus on who needs to be at your Open House in early December</li><li>• Share gift-giving ideas with your December hosts to maximize the season</li><li>• Begin planning for January 2024 — end of season buying and season reveal parties</li><li>• Who can you share the business with? Paying off holiday debt could be key.</li><li>• What inspiration did you gain this month and who did you inspire?</li></ul>					

SALES GOAL \_\_\_\_\_  
SPONSORING GOAL \_\_\_\_\_

# January 2024

SUN	MON	TUES	WED	THU	FRI	SAT
	1 New Year's Day Closed	2	3	4	5 CLUB PINK payment processes	6
7	8	9	10	11 Top To Top Call	12	13
14	15 Martin Luther King Jr. Day	16	17	18	19	20
21	22	23 Speak Up and Succeed Day	24	25	26	27
28	29	30	31 Last day to place an order or qualify for the month			
<ul style="list-style-type: none"><li>• Review February for booking season reveal parties</li><li>• Plan social media content to focus on new year, new opportunities</li><li>• Are your incentive trip points on track?</li><li>• What do you want the last 6 months of your Reunion year to look like?</li><li>• What inspiration did you gain this month and who did you inspire?</li></ul>						

SALES GOAL \_\_\_\_\_  
SPONSORING GOAL \_\_\_\_\_

# February 2024

SUN	MON	TUES	WED	THU	FRI	SAT
				1	2 Groundhog Day	3
4	5 CLUB PINK payment processes	6	7	8 Top to Top Call	9	10
11	12	13 Mardi Gras	14 Valentine's Day Ash Wednesday	15	16	17
18	19 President's Day	20	21	22 National Margarita Day	23	24
25	26	27	28	29 Last day to place an order or qualify for the month		
<ul style="list-style-type: none"><li>• Review next month's first half to ensure sales/events planned</li><li>• Plan social media content with a "love it all" theme</li><li>• This is "love on your customers" month</li><li>• Final Incentive Trip point month</li><li>• What inspiration did you gain this month and who did you inspire?</li></ul>						

SALES GOAL \_\_\_\_\_  
SPONSORING GOAL \_\_\_\_\_

# March 2024

SUN	MON	TUES	WED	THU	FRI	SAT
					1	2
3	4	5 CLUB PINK payment processes	6	7 Top to Top Call	8 International Women's Day	9
10	11	12	13	14 Pi Day	15	16
17 St. Patricks Day	18	19	20	21 National Fragrance Day	22	23
24 Palm Sunday	25	26	27	28	29 Good Friday	30
31 Easter  Last day to place an order or qualify for the month	<ul style="list-style-type: none"><li>• Review next month's first half to ensure sales/events planned</li><li>• Plan social media content - Spring is in the air</li><li>• How is your first quarter wrapping up?</li><li>• Have you grown your customer base consistently?</li><li>• What inspiration did you gain this month and who did you inspire?</li></ul>					

SALES GOAL \_\_\_\_\_  
SPONSORING GOAL \_\_\_\_\_

April2024

May2024

SUN	MON	TUES	WED	THU	FRI	SAT
	<b>1</b> April Fool's Day	<b>2</b>	<b>3</b>	<b>4</b>	<b>5</b> CLUB PINK payment processes Incentive Trip	<b>6</b> Incentive Trip
<b>7</b> Incentive Trip	<b>8</b> Incentive Trip	<b>9</b>	<b>10</b>	<b>11</b> Top To Top Call	<b>12</b>	<b>13</b>
<b>14</b>	<b>15</b> Tax Day	<b>16</b>	<b>17</b>	<b>18</b> Get To Know Your Customers Day	<b>19</b>	<b>20</b>
<b>21</b>	<b>22</b> Earth Day	<b>23</b>	<b>24</b>	<b>25</b>	<b>26</b>	<b>27</b>
<b>28</b>	<b>29</b>	<b>30</b> <i>Last day to place an order or qualify for the month</i>				
<ul style="list-style-type: none"><li>• Review next month's first half to ensure sales/events planned</li><li>• Plan social media content around Mother's Day and spring gift-giving</li><li>• Who is on your radar to join your team?</li><li>• Host a mother/daughter event</li><li>• What inspiration did you gain this month and who did you inspire?</li></ul>						

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 Top to Top Call	10	11
12 Mother's Day	13	14	15 National Chocolate Chip Day	16	17	18
19	20	21	22	23	24	25 Sing Out Day
26	27 Memorial Day	28	29	30	31 Last day to place an order or qualify for the month	
<ul style="list-style-type: none"><li>How are you doing with earning Pink Sapphire this year?</li><li>Plan social media content around summer parties</li><li>Review your Reunion goals and do your final push</li><li>What inspiration did you gain this month and who did you inspire?</li></ul>						

SALES GOAL \_\_\_\_\_  
SPONSORING GOAL \_\_\_\_\_

June2024

July2024

SUN	MON	TUES	WED	THU	FRI	SAT
						1
2	3	4	5 CLUB PINK payment processes	6 Top to Top Call	7 National Donut Day	8
9	10	11	12	13	14 Flag Day	15
16 Father's Day	17	18	19	20 National Vanilla Milkshake Day	21	22
23 National Pink Day	24	25	26	27	28	29
30 <i>Last day to place an order or qualify for the month</i>	<ul style="list-style-type: none"><li>• It all wraps up this month as our Reunion year comes to a close</li><li>• Start creating your next year's vision</li><li>• Book well this month to create opportunities for booking new seasonal parties soon</li><li>• Stay strong and end strong!</li><li>• What inspiration did you gain this month and who did you inspire?</li></ul>					

SALES GOAL \_\_\_\_\_

SPONSORING GOAL \_\_\_\_\_

SUN	MON	TUES	WED	THU	FRI	SAT
	1 Canada Day	2	3	4 Independence Day	5 CLUB PINK payment processes	6
7	8	9	10	11 Top To Top Call	12	13
14	15	16	17 World Emoji Day	18	19 Reunion	20 Reunion
21 Reunion	22	23	24	25	26	27
28	29	30	31 Last day to place an order or qualify for the month			
<div><div></div><div><ul style="list-style-type: none"><li>• See you at Reunion 2024!</li><li>• You've got a whole new year ahead of you!</li><li>• Plan, party and sponsor!</li><li>• What inspiration did you gain this month and who did you inspire?</li></ul></div></div> <div>*Date(s) subject to change</div>						

SALES GOAL \_\_\_\_\_

SPONSORING GOAL \_\_\_\_\_

# Join us for the 2024 INCENTIVE TRIP!

## SUCCESS STARTS ON DAY 1!

Start tracking your points today to earn a spot on our 2024 Incentive Trip from April 5–8. 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.



## 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  
Paradise Islands, Bahamas

*See you there!*



# What's to Come!

## PINK ZEBRA EVENTS 2023–24



### FALL RALLIES

September 30, 2023\*

### INCENTIVE TRIP 2024

April 5-8, 2024\*

### SPRING RALLY

January 27, 2024\*

### REUNION 2024

July 19–21, 2024\*

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

\*Event date(s) subject to change



Pink



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