



Product Swapping

Yes! There is 'swapping' etiquette!

Borrowing is an age-old problem ... and unforgivable for business women!

Following are a few reasons why you shouldn't borrow product. And, when it is absolutely necessary, proper etiquette for doing so.

Why you should not borrow product from each other!

- When you borrow product, you place the lender in a position of being out of product that she had been prepared to sell.
- When you borrow product, you place a financial burden on the lender. They can't operate a business with inventory tied up elsewhere!
- When you borrow product, you take advantage of the lender's decision to be at "Profit Level."
- When you borrow product, you may be the deciding factor in your Team Leader missing her goal of driving free!

If you absolutely must borrow product:

- If you absolutely must borrow product, ask the lender's preference for replacement and honor that request!
- If you absolutely must borrow product, make replacing or returning like product a top priority! No excuses! No delays!
- If you absolutely must borrow product, replace or return like product without your consultant product label affixed to it! It is embarrassing for the lender to have a customer find someone else's label attached to their product!
- If you absolutely must borrow product, make returns of only current line product in their original good condition boxes!
- If you absolutely must borrow product, make arrangements to cover yourself in the future.

Borrowing should be the exception! Not the norm!

