



THE BODY SHOP



YOUR BUSINESS
BUILD IT YOUR WAY

**START YOUR JOURNEY AS AN
INDEPENDENT CONSULTANT**

UNITED STATES

START-UP REACH OUT EARN

How to become an Independent Consultant

Would you like to be a part of a group of people who believe in positive change? Who work for what they believe in? Selling beauty products that can help the planet?

If so, we'd love you to join our collective. By spreading the word about The Body Shop products, you won't just be helping to make a positive difference, you'll be earning money too.

You'll be in charge of how you do things, but we'll give you lots of support. And you'll be able to get help from The Body Shop At Home™ collective too.

It's like you've got your own business, but with hardly any of the costs, such as registering your business or paying for your premises. You buy your Kit brimming full of products for you to use and sell, and set up your payment account to pile up the pennies every time you sell a product.

So come on, join us. Together, we can support each other, help communities and change the world.



“Sharing amazing products, spreading the word about the amazing company and core values and meeting new people all while making money. And I love working with so many passionate people...”

Silver Leader, NE, USA



JOIN US. YOU'LL NEVER LOOK BACK



BE MORE ANITA IN OUR FIGHT FOR A FAIRER, MORE BEAUTIFUL WORLD

- 1976:** The Body Shop opens
- 1986:** Save the whales
- 1987:** Community Fair Trade launched
- 1988:** First Human Rights campaign with Amnesty International
- 1989:** Stop the Burning campaign
- 1993:** Plight of the Ogini People
- 1996:** Against Animal Testing
- 1997:** Self Esteem campaign
- 1998:** Make your Mark (Human Rights)
- 2003:** Stop Violence in the home
- 2008:** Get Lippy (Fighting HIV/AIDS)
- 2009:** Stop Sex Trafficking
- 2011:** Global Shea Alliance
- 2017:** Forever Against Animal Testing
- 2019:** Launch of Dream Big with Plan International
- 2019:** B Corp® Certified
- 2021:** Self Love Campaign launched



Dame Anita Roddick,
founder of The Body Shop

FROM ANITA TO AN ARMY OF CHANGEMAKERS

We stand on the shoulders of a true trailblazer, Dame Anita Roddick: the woman whose passion for doing good changed business. Forever. Because Anita saw business not only as a fun and flexible way to earn money, but also as a way to change the world.

Thanks to Anita, the world began to pay more and more attention to animal rights, human rights, Fair Trade and protection of the environment.

We like to think we're Anita's Army, fighting for a fairer and more beautiful world. Business should be simple and fair, and open to everyone. And we will always help each other overcome the hurdles to be better, stronger and more successful.

“The business of business should not be about money, it should be about responsibility. It should be about public good, not private greed.”

Dame Anita Roddick

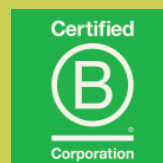
MORE THAN JUST A BEAUTY BRAND

From skincare to haircare, our products are designed to make you feel good. But they do good too, helping communities around the world, while having a minimal impact on the planet.

You can find anything from hemp hand protectors to coconut nourishing body butters. All of our products are made with natural ingredients. We aim to use sustainably sourced, natural ingredients and ingredients of natural origin where we can. We try to use environmentally friendly, synthetic ingredients too.

We ask independent experts to check all our products too. They make sure that the products are safe, deliver real benefits to communities and don't harm the environment.

Our products go
so much deeper
than skin deep.



**B Corp®
Certified**



**34 years of our
pioneering program**

“I absolutely love The Body Shop products and how clean and ethically sourced they are. I have fallen in love with the entire movement and what we stand for, since I have joined. Each piece of the business is beautiful and stands for human right, people, and the environment”

Consultant



100%
Vegetarian beauty



First to fight
Animal Testing

**PRODUCTS THAT
ARE GOOD
FOR THE
BODY, MIND AND SOUL**



GO ON, DISCOVER THE ENTREPRENEUR IN YOU

“Joining
The Body Shop At Home™
has impacted me in so many
ways. It gives me purpose.
It gives me an extra income.
Its taught me about self love
and self care.”

Consultant, UK

“...the freedom to
have my own business
but selling great products
from a trusted, well known,
ethical and community
minded company.”

Consultant, WM, UK

YOU CAN BE IN CHARGE DO BUSINESS. DO IT YOUR WAY. AND DO GOOD.

Think about all your friends and your family. And all the people you know in your social network. You can share The Body Shop products with them and make a difference. We're not saying a jar of face cream can save the planet. But it can help.

That's what you do as an Independent Consultant. You share products you like with your clients. All the while your business is growing. It's a rewarding way to do business, because you can do it exactly how you want to.

Freedom:

You can build and grow your business to be as big or small as you like.

Flexibility:

You can do business whenever you want - during the day or in the evenings.

Learning opportunities:

You can take part in training sessions on line to grow your skills.

Personal growth:

You can make new contacts and enjoy our conferences.

Joyful collective:

You can join up with people who are like you, and help each other succeed.

**Start doing
business your way.**

PASSION AND PRODUCT MAKES PROFIT AND POTENTIAL

It's only natural to get a little nervous when you're starting a business. So we've made it as easy as A, B, C.



How you earn:



Up to 35% from every product you sell



If you build up a team of Consultants, you'll earn commission on what they sell too



Rewards at every level based on your sales performance



First 90-day reward: additional beauty products in your first 90 days. Find out more: Business Enrichment Program

You'll earn an income...

We believe in doing things properly, with fairness and equality. If you are ever worried about something to do with The Body Shop, or if anyone ever puts you under pressure, please call us on 1-800-263-9746.



...and have fun too!

TAP INTO YOUR COMPENSATION PLAN

To begin with, you'll be a Consultant. As soon as you get started, you'll find that there are ways you can work your way up the ladder to earn more and grow your business.

All in all, there are fourteen ranks. They each have their own bonus payments, rewards and opportunities to earn more as you go. Like most of us, you'll probably need a bit of handholding at the start. That's why it's so good to be part of a collective. We'll be right beside you.

Your business can be as big or
small as you want it to be.

MEET YOUR TEAM

SUZY

Consultant
to Star Beauty
Consultant

Acing it at holding
virtual events.



CONSULTANTS

Consultant, Beauty Consultant
& Star Beauty Consultant



MIA

Silver to
Platinum Leader

A natural at
mentoring her team.



FIRST LEVEL LEADERS

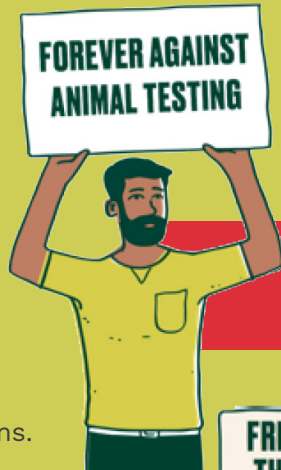
Silver Leader, Gold leader
& Platinum Leader



ARNOLD

Ruby Group
to Double Ruby
Group Leader

Loving running a
business on his terms.



RUBY LEADERS

Ruby Group Leader
& Double Ruby Group Leader



RACHEL

Sapphire Vice
President to
Diamond Leader

Having the time
of her life helping
teams grow.



SAPPHIRE LEADERS

Sapphire Vice President, Double Sapphire
Vice President & Triple Sapphire Vice President

DIAMOND LEADERS

Diamond President, Double Diamond President
& Triple Diamond President

FOR YOURSELF NEVER BY YOURSELF



We support, share and help one another to develop our businesses. And to make a positive difference to the planet.

We'll help you at any and every stage of your journey. For example, as you're starting out, we'll give you advice on how to use social media to spread the word, like showing you how to promote the products in your Kit. Your mentor will work closely with you during those first few months to help you get started. And, no matter how much your business grows or how successful you become, you'll always be able to call on more support if you need it.

As you sell, you'll be rewarded. Not just with earnings, but with incentives like the chance to add more products to your Kit, or savings on The Body Shop products. It's all structured, so you know exactly where you stand.



Are satisfied with being a Consultant



Join for the products they love and sell



Are likely to recommend us

READY TO UNBOX THE BUSINESS OF A LIFETIME?



Starter Kit

5 bestselling
The Body Shop
products at

\$49

Contains our 5 bestsellers.
They look great sharing on social
media. Your Kit also comes with
business tools and help, so you
can get started easily.

Get ready, get set, start up!

It all starts with you signing up to be an Independent Consultant. You can then order a Kit of products should you wish, which will be delivered straight to your doorstep. As soon as it's arrived, you can get started, at a pace you're happy with.

There are no extra expenses when you least expect it.

Your business is delivered straight to your door



Business Kit

15 iconic
The Body Shop
products at

\$79

This one comes with our 15 bestsellers, plus some sales tips. You can bundle up products to offer to customers. And there are plenty of business tools too.

Selling is earning

Start selling the products and you can earn up to 35% on everything you sell. You can sell as little or as much as you like. How much you earn is up to you.

When you get started, you'll hopefully enjoy what you're doing – and like the idea of doing good too. You'll be supporting communities and causes that The Body Shop champions, while promoting products that have minimal impact on the environment.

You might inspire other people to join you as well. If so, you'll earn money for every product your team sells.

That's real teamwork. When you're working together and to the same goals. Find out more by reading about our Compensation Plan.

YOU.ME.WE. STANDING STRONGER TOGETHER

We come together as family, friends and community. A collective of bold trailblazers, fired up by our passion to make business and beauty driving forces for doing good.

Our strong heritage lets us tell stories of our grand accomplishments. And of iconic products trusted and cherished by people from all walks of life. Products that are honest, ethical and kind to planet and animals.

Now, and for always, the world will know us as Anita's army. The badass changemakers who come together to celebrate truth, courage and compassion. Who ignite the potential in one another, so as to reach higher. Do better, together.

We will be the ones who dare to change the world. And do...

Inspire others to join us in the fight for a fairer, more beautiful world. Work for the happiness and wellbeing of people and societies. Embrace our collective energy to lift one another.



**Let's together keep the fire burning.
Let's get to work.**

THE BODY SHOP AT HOME™

**BE PART OF OUR
COLLECTIVE**

JOIN US.

**THE TIME IS
NOW**

Join us: www.thebodyshop.com/en-us/consultant-at-home

