

# MOTIVES® CHALLENGE

Market Singapore 2019 South East Asia Convention

Oct 1<sup>ST</sup>, 2018 TO March 08<sup>th</sup> 2019

1. Buy THREE (3) tickets to 2019 South East Asia Convention. Tickets must be purchased directly from Market Singapore.
2. Attend or conduct all TWO (2) Motives® Certification Trainings through GMTSS.
3. Attend or conduct any FOUR (4) Market Singapore® Motives® Workshop through GMTSS.
4. Submit a B5 Weekly Checklist for each week during the challenge period. Print one for each week to track your progress. (Attached in the application form)
5. Submit your TWELVE (12) months goal statement and action plan to meet that goal. Include daily, weekly and monthly goals. *(Attending a Basic 5 training will help you with knowing how to structure your Goal Statement & Action Plan, as will some consulting with your senior business partner.)*
6. Personally retail a minimum S\$1500 in Motives/Personal care and Skin Care. Document the sales by providing the order numbers and reference number# #Reference number with "MO-XXXXXXX" will be considered as long as the products are purchased, and MO is issued within the challenge period. Quantity of product that issued in the MO receipt must match with the ordered quantity at Unfranchise.com. *\*Market Singapore beauty exclusive brands includes Cellular Laboratories®, Curcumin Extreme™, DNA Miracle™, Fixx Solution Oriented Products®, Lumière de Vie®, Motives®, Royal Spa™, Skintellegence™, Timeless Prescription™, Ultimate Aloe® Gel and VitaShield™.*
7. Show the Business Plan (Motives UBP or Traditional UBP) to at least 10 new prospects. (Document their names and the date.)
8. Personally sponsor two (2) new qualified UnFranchise® Owners, and of these personally sponsored UnFranchise Owners that count towards the qualification of this challenge one (1) must be sponsored within Singapore, while the one (1) can be sponsored within Asia markets.
9. Implement the ABC pattern with your new business partners. Of those TWO (2) personally sponsored, at least one must personally sponsor at least ONE (1) new business partner from Singapore.  
*They can join the business with General / Motives / TLS / Webcenter Fast Start Kit.*
10. Become a Shopping Annuity Master Member at least ONE (1) quarter during challenge period.
11. Leave at least Ten (10) product reviews on SG.SHOP.COM\* and state the reason of liking the Motives product or MA exclusive Personal Care Product during the challenge period.
12. Be sure to like our Shop.com-Market Singapore Facebook Page. Please provide your Facebook ID with your challenge paperwork for verification.

# *MOTIVES<sup>®</sup> CHALLENGE*

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**WINNERS WILL BE RECOGNISED ON STAGE AT 2019 SOUTH EAST ASIA CONVENTION**

**\*\* All challenge criteria must be fulfilled and completed during the challenge period and submitted to Market Singapore's Product Department via post or email, with the subject "Motives Challenge 2019" in order to be recognised at 2019 SOUTH EAST ASIA CONVENTION.**

## **Challenge Period**

**1<sup>st</sup> Oct 2018 TO 08<sup>th</sup> March 2019**

## **Submission to Market Singapore's Product Department**

**Postal address: 51 Cuppage Road, #08-03/06, Singapore 229469**

**Email: [product@marketsingapore.com.sg](mailto:product@marketsingapore.com.sg)**

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## MOTIVES® CHALLENGE DOCUMENTATION FORM

Name: \_\_\_\_\_

Unfranchise® Owner ID# \_\_\_\_\_

1. 2019 South East Asia Convention  
Ticket Order Numbers: \_\_\_\_\_  
Ticket numbers: \_\_\_\_\_, \_\_\_\_\_, \_\_\_\_\_

(Ticket must be purchased directly from Market Singapore®)

2. Attend or conduct any Two (2) Market Singapore® Motives® Certification Trainings through GMTSS.

Training Topic	Date	Trainer
MA Skin & Personal Care Product Knowledge & Marketing		
Motives Brand Overview, Product Knowledge & Marketing		

3. Attend or conduct any Four (4) Market Singapore® Motives® workshop through GMTSS.

Training Topic	Date	Trainer
Motives Workshop: Advanced Skin Solutions		
Motives Workshop: All About Eyes		
Motives Workshop: Flawless Face		
Motives Workshop: Perfect Pout		
Motives Workshop: Online Party		

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4. Submit a B5 Weekly Checklist for each week during the challenge period. Total 22 weeks from 1st Oct 2018 to 08<sup>TH</sup> March 2019, print and fill one for each week to track your progress. **(B5 Checklist attached in last page of the challenge form)**

5. Submit your TWELVE (12) months goal statement and action plan to meet that goal. Include daily, weekly and monthly goals. (Attending a Basic 5 training will help you with knowing how to structure your Goal Statement & Action Plan, as will some consulting with your senior business partner.)

**12 Months Goal Statement:**

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Monthly Goals	Weekly Goals	Daily Goals
1 <sup>st</sup> Month		
2 <sup>nd</sup> Month		
3 <sup>rd</sup> Month		
4 <sup>th</sup> Month		
5 <sup>th</sup> Month		
6 <sup>th</sup> Month		
7 <sup>th</sup> Month		
8 <sup>th</sup> Month		

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9 <sup>th</sup> Month		
10 <sup>th</sup> Month		
11 <sup>th</sup> Month		
12 <sup>th</sup> Month		

Please provide information in a separate document should the above table is insufficient to fill in all the order.



6. Personally retail a minimum of S\$1500 in Motives/Personal Care and Skin Care.

Document the sales by providing the order numbers and reference number#

## Reference number with "MO-XXXXXXX" will be considered as long as the products are purchased and MO is issued within the challenge period. Quantity of product that issued in the MO receipt must match with the ordered quantity at Unfranchise.com.

Order no :	Reference no:	Order no :	Reference no:

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(Please provide information in a separate document should the above table is insufficient to fill in all the order.)

7. Show the Business Plan (Motives UBP or Traditional UBP) to at least 10 new prospects.  
(Document their names and the dates)

- Name: \_\_\_\_\_ Date: \_\_\_\_\_
- Name: \_\_\_\_\_ Date: \_\_\_\_\_
- Name: \_\_\_\_\_ Date: \_\_\_\_\_
- Name: \_\_\_\_\_ Date: \_\_\_\_\_
- Name: \_\_\_\_\_ Date: \_\_\_\_\_
- Name: \_\_\_\_\_ Date: \_\_\_\_\_
- Name: \_\_\_\_\_ Date: \_\_\_\_\_
- Name: \_\_\_\_\_ Date: \_\_\_\_\_
- Name: \_\_\_\_\_ Date: \_\_\_\_\_
- Name: \_\_\_\_\_ Date: \_\_\_\_\_

8. Personally sponsor two (2) new qualified UnFranchise® Owners, and of these personally sponsored UnFranchise Owners that count towards the qualification of this challenge one (1) must be sponsored within Singapore, while the one (1) can be sponsored within Asia markets.

New Unfranchise® Owner 1	New Unfranchise® Owner 2
Name:	Name:
UFO ID:	UFO ID:

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9. Implement the ABC pattern with your new business partners. Of those TWO (2) personally sponsored, at least one must personally sponsor at least ONE (1) new business partner from Singapore.

*They can join the business with General / Motives / TLS / Webcenter Fast Start Kit.*

New Unfranchise® Owner 1	New Unfranchise® Owner 2
Name:	Name:
UFO ID:	UFO ID:

10. Become a Shopping Annuity Master Member at least ONE (1) quarter during challenge period.

Quarter: \_\_\_\_\_

11. Leave at least Ten (10) product reviews on [SG.SHOP.COM](http://SG.SHOP.COM)\* and state the reason of liking the product during the challenge period.

*\*Market Singapore exclusive brands includes DNA Miracle™, Fixx Solution Oriented Products®, Lumière de Vie®, Motives®, Pentaxyl®, Royal Spa™, Skintellegence™, Timeless Prescription™, VitaShield™.*

Product	Date of Leaving Product Review:
1.	
2.	
3.	
4.	
5.	
6.	
7.	
8.	
9.	
10.	

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12. Get socialised with us! LIKE Shop.com-Market Singapore Facebook Page. Please provide your Facebook ID with your challenge paperwork for verification.

Facebook ID: \_\_\_\_\_

To be eligible to be considered as Motives® Challenge Winner, you must completely fulfil all the criteria. All entries MUST be received at the Market Singapore Corporate Office by Email, Fax (Attn: 2019 South East Asia Convention) by March. 08<sup>th</sup>, 2019 in order to be recognised at 2019 South East Asia Convention.

**Deadline for Submission: All entries must be received at Market Singapore® no later than March 08<sup>th</sup>, 2019.**

Please PRINT or TYPE clearly. Incomplete or illegible submissions will not be accepted.

**Submission: please email / post to Product Department**

**Email: [product@marketsingapore.com.sg](mailto:product@marketsingapore.com.sg)**

**Postal Address: 51 Cuppage Road #08-03/06 Singapore 229469**



# BASIC 5 WEEKLY CHECK LIST

Name: \_\_\_\_\_ BASIC 5 WEEKLY CHECK LIST Week Of: \_\_\_\_\_

**POSITIVE** out-loud verbal projections 50—100 times per day:

**Business “high”:**

**Business “low”:**

**Goal for next week:**

## RESULT-PRODUCING ACTIVITY DONE

### **1. LISTEN to 1 Audio per Day**

Sun \_\_\_\_\_ Mon \_\_\_\_\_ Tues \_\_\_\_\_ Wed \_\_\_\_\_ Thurs \_\_\_\_\_ Fri \_\_\_\_\_ Sat \_\_\_\_\_

### **2. READ 20-30 Minutes per Day**

Sun \_\_\_\_\_ Mon \_\_\_\_\_ Tues \_\_\_\_\_ Wed \_\_\_\_\_ Thurs \_\_\_\_\_ Fri \_\_\_\_\_ Sat \_\_\_\_\_

### **3. READ Goal Statement 2 Times per Day**

Sun \_\_\_\_\_ Mon \_\_\_\_\_ Tues \_\_\_\_\_ Wed \_\_\_\_\_ Thurs \_\_\_\_\_ Fri \_\_\_\_\_ Sat \_\_\_\_\_

### **4. SELL 1 Product per Week to a NEW Customer**

Name: \_\_\_\_\_ Date: \_\_\_\_\_

Product(s): \_\_\_\_\_

### **5. ORDER From 1 Partner Store on SHOP.COM per Week**

Name of Partner Store: \_\_\_\_\_ Date: \_\_\_\_\_

### **6. SHOW the Plan To 1 Personal Prospect per Week**

Name: \_\_\_\_\_

Next Step: \_\_\_\_\_

### **7. FOLLOW UP 1 Time Per Week**

Name: \_\_\_\_\_

Next Step: \_\_\_\_\_

### **8. ATTEND 1-2 Meetings per Week**

Date: \_\_\_\_\_ Location: \_\_\_\_\_

Meeting Type: \_\_\_\_\_

Date: \_\_\_\_\_ Location: \_\_\_\_\_

Meeting Type: \_\_\_\_\_

## TOTAL POINTS

\_\_\_\_\_