

Expanded Business Starter Kit: (#09812 US / #09813 Canada)

WATKINS
TRADE MARK

Retail Value — \$430.74 US / \$571.04 Canada • Your Price — \$286* US / \$349* Canada • 300 points (BV \$30 US / \$37.50 Canada)

Business Introduction Package

Watkins e-Associate Web Package*

Gift Certificate \$300 US / \$375 Canada

*Please note that an ongoing Web hosting/maintenance fee of \$19.95 US / \$24.95 Canada will be assessed each month to the credit card used to purchase this assortment.

Essential Business Starter Kit: (#09810 US / #09811 Canada)

Retail Value — \$265.79 US / \$349.90 Canada • Your Price — \$169 US / \$219 Canada • 200 points (BV \$20 US / \$25 Canada)

Business Introduction Package

Gift Certificate \$200 US / \$250 Canada

Good Tastings® Kit: (#77061 US / #77062 Canada)

Retail Value — over \$150 US / \$200 Canada • Your Price — \$99 US / \$125 Canada • 100 points

Specific Component Information:

Business Materials & Training Tools:

Business Introduction Package

Good Tastings® Materials:

Good Tastings® Summer Assortment:

Event Planner (20)

Customer Order Forms (2 packages)

Good Tastings® Guide (1)

Event Recap Order Form (10)

Seasonings Newsletter (40)

Postcard Invitations (4 packages)

Delivery Bags (4)

Shopping List (20)

Product Samples:

SMPL Tomato & Horseradish

Snack and Dip Seasoning (4)

SMPL Blazin' Cajun

Snack and Dip Seasoning (4)

SMPL Mandarin Orange Fruit Dip Mix (4)

Good Tastings Bread Mix (2)

Original Grapeseed Oil (1)

Root Beer Extract (1)

White Deep-Dish Pizza Crust (2)

Italian Pepper (1)

Kit Only Materials:

Audio CD: Good Tastings® by Watkins (1)

Good Tastings™ Training Video (DVD) (1)

Double-Strength Vanilla Extract, 11 fl. oz.

Cinnamon, 6 oz.

Pepper, 6 oz.

Business Introduction Package: (#09712 US / #09715 Canada)

\$59.95 US / \$69.95 Canada

Experience tells us that the Associates who begin using and selling the products quickly are more likely to grow a successful Watkins business. Personalize your own starter order and replace the products you buy from other stores with Watkins products. (Suggested first orders total 250 product points.)

Watkins Training Materials:

e-Basic Web Package

Business Support Catalog (1)

Business Interview Guide (10)

Action Planner (10)

Prospecting Flyer (25)

Tabs for Manual (1 set)

Associate Reference Guide (1)

Order Book (1)

International Agreement Form (5)

Master Catalogs

(1 package US/2 packages Canada)

Next Month Highlights Catalog and

Order Form (1)

Current Highlights Catalog and

Order Form (1)

Policy & Procedure Summary (1)

Product Profile Pages (1 set)

Audio CD: Watkins Simply the Best

Business Opportunity (1)

Audio CD: Recipe for Success

Action Planner (1)

Audio CD: Getting Started (1)

Audio CD: Relationship Sponsoring (1)

System for Success Guide (1)

3-ring binder (1)

Performance Rewards Plus Flyer (1)

Shoppers Checklist (1)

Products:

Vanilla Extract, 2 fl. oz. (1)

Menthol Camphor Ointment (travel size) (1)

Petro-Carbo Salve (travel size) (1)

SMPL Cinnamon (2)

SMPL Pepper (2)

SMPL Aloe & Green Tea

Hand & Body Lotion (2)

SMPL Peppermint Foot Cream (2)

SMPL Beef Soup (2)

SMPL Chicken Soup (2)

SMPL Onion Soup (2)

SMPL Bacon & Onion

Snack & Dip Seasoning (1)

SMPL Salsa & Sour Cream

Snack & Dip Seasoning (1)

SMPL Crab Snack & Dip Seasoning (1)

SMPL Cucumber & Dill

Snack & Dip Seasoning (1)

NOTE: A full Business Introduction Package is included in the Expanded Business Starter Kit, Essential Business Starter Kit and Good Tastings® Kit. If you order the Business Introduction Package, you may also personalize your own Starter Order by ordering additional products from the Watkins catalog.

• Watkins reserves the right to make product substitutions. Prices do not include taxes or shipping and handling.

Watkins Most Popular Products

This list of Watkins most popular products can be a guide for placing your first order or for deciding what products you would like to have as part of your Essential or Expanded Watkins Business Starter Kits.*

United States

Watkins Top Products by Category

Food

01008 Original Double-Strength Vanilla
01176 Chicken Soup Base
01007 Double-Strength Imitation Clear Vanilla Extract
01115 Purest Ground Cinnamon
01141 Purest Granulated Black Pepper
01175 Beef Soup Base
01195 Lemon Extract
02055 Cucumber & Dill Snack & Dip Seasoning
01527 Garlic & Parsley Grapeseed Oil
01178 Onion Soup Base
01191 Almond Extract
01535 Original Grapeseed Oil
02062 Salsa & Sour Cream Snack & Dip Seasoning
01192 Butter Extract
01179 Cream Soup Base
01168 Meat Magic
02600 Good Tastings Bread Mix

Medicinal

02316 White Cream Liniment
02358 Menthol Camphor Ointment
02372 Petro-Carbo Salve
02317 Red Liniment
02266 Linimax™
02260 Superfood Multiple
02277 E+CoQ10 Softgels
02272 Resist Plus
02350 Pain Relief Spray
02270 Skin, Hair and Nails
00495 Warming Analgesic Pain Relief Balm
02284 TheraTrim™ Duo
02320 Cough Syrup & Decongestant
00490 Icy Blue Pain-Relieving Menthol Gel
02269 Eye Care Formula
02351 Menthol Lavender “Breathe Easy” Drops

Home Care

06795 Toilet Bowl Cleanser
06730 Generation III Laundry Detergent
06738 Watkins Laundry Detergent
06747 Concentrated Degreaser

Personal Care

10470 Aloe & Green Tea Hand & Body Lotion
10478 Rejuvenating Peppermint Foot Cream
10484 Ultra-Rich Hand Cream
10482 Lemon Cream Shea Butter (jar)

Canada

Watkins Top Products by Category

Food

01115 Purest Ground Cinnamon
01176 Chicken Soup Base
01008 Original Double-Strength Vanilla
01141 Purest Granulated Black Pepper
01175 Beef Soup Base
01007 Double-Strength Imitation Clear Vanilla Extract
01535 Original Grapeseed Oil
01527 Garlic & Parsley Grapeseed Oil
01178 Onion Soup Base
31040 Cooking Spray
01892 Garlic Liquid Spice
02006 Onion & Garlic Pepper
01173 Turkey Gravy

Medicinal

33077 Insect Repellent Lotion
32358 Medicated Ointment
33075 Insect Repellent Spray
32372 Petro-Carbo Salve
32116 Linimax™
32110 Super Multi
32319 Cough Medicine
32375 Analgesic Balm
32126 E+CoQ10 Softgels
32316 White Cream Liniment
32123 Resist Plus
32374 Icy Blue Ointment
32119 Watkins Vision
01461 Aloe Vera Juice
32317 Watkins Red Liniment
60480 Red Clover Hand & Cuticle Salve
32300 Settels
32112 Male Formula

Home Care

36795 Toilet Bowl Cleanser
06730 Generation III Laundry Detergent
06738 Watkins Laundry Detergent
06747 Concentrated Degreaser

Personal Care

10470 Aloe & Green Tea Hand & Body Lotion
10478 Rejuvenating Peppermint Foot Cream
10484 Ultra-Rich Hand Cream
10482 Lemon Cream Shea Butter (jar)

* Use the gift certificate you'll receive as part of your Essential or Expanded Business Starter Kit to redeem for your favorite Watkins products.