

# 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 Manager 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!**

