

18 WAYS TO FINISH YOUR STAR

First step...Decide to make this happen for you!

Second step. Get your "tennies" on and GO!!

Third step...Enjoy your journey of achievement!!

Go for 4 and the Year of the Star recognition are dependent on achieving Star Consultant this 1st quarter.....I know you can do it.....MAKE IT HAPPEN.
Don't be a "wish I had," be a "Glad I Did."

Quarter ends March 15

- Contact Birthdays customers and offer a birthday makeover. Offer 15% off their purchase if they share it with a friend. Do 3 faces = \$100.00
- Contact six customers who work outside the home to do a \$100 bag challenge, where they sell \$100 of products for you. Offer each who complete the challenge a set of designer brushes or the roll-up bag. (1=\$100)
- Call March Anniversaries and offer husbands gift buying services. (3 sales = \$100.)
- Book 5 and Hold 5 new selling appointments (\$300)
- Have a \$1000 Day Challenge and offer 15% off to all existing customers or offer a lipstick 1/2 off with a \$30 purchase (\$300 - \$1000)
- Call customers for Just Because/Friendship gifts (5 customers = \$100)
- Contact basic skin care customers and introduce one other product line. Offer 15% to try a complete Body care, spa, etc. (5 new product line sets = \$100)
- Challenge a son, daughter, or spouse to sell \$100.00. (Mother in laws & mothers too)
- Contact Preferred Customers and set up 10 personal service appointments. (10=\$300)
- Deliver Reorders and upsell by selling at least one additional item per customer (15 customer upsells = \$100) Why not the Energizing Foot & Leg Lotion?
- Hold a Phone lottery (call as many customers as you can in an hour and tell your customers one of them will receive their order free) (20 customers = \$200.00)
- Demo the Micro Dermabrasion Set on five people/day on their hand(275.)
- Contact customers for seasonal reprogramming, sun care and skin

supplement needs. (3 sales = \$100)

-Book and hold Two Aromatherapy classes and demonstrate Satin Hands, Spa and Sun care(\$300)

-Offer gift buying ideas for Brides, Graduates Care Packages (Sell 5 gifts = \$100)

-Hand out 10 Product samples in a day and call prospects for feedback and orders (book 2 and Sell \$100)

-Call 10 customers who have not had a recheck facial - hold 3 (\$100)

-Book 2 guests for Your Weekly meeting to be your model and offer her 1.

-Sell 5 New MK Signature Color Collections (175)

glamour item 1/2 off when she purchases \$30 (3 models = \$100)

There it is... when you implement these 18 suggestions, You will have sold a Star

order and have a profit. NOW, THAT IS MAKING THINGS HAPPEN NOT SAYING, "WHAT HAPPENED?"

Don't forget to offer any item half off if you can stay and get their opinion of the marketing plan.

Let me know your results!! You know you can do it!! Go Go Go!!