



## 24 WAYS TO Be a STAR and Receive an Invitation to the Star Sparkle Tea Party!



### Select 1-3 to Focus On to Make Star Happen This Quarter!

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| <p><b>1.</b> Hold 10 Parties with an average of \$360 in retail sales. 1800 goes to order ...1800 goes to you!</p> <p><b>2.</b> Host an Spring Product open House!</p> <p><b>3.</b></p> <ul style="list-style-type: none"> <li>• Find 10 friends to sell 10 lipsticks = 1300 retail</li> <li>• Find 10 friends to sell 10 Mascaras = 1500 retail</li> <li>• Do both and sell 2800 in retail!</li> </ul> <p><b>4.</b> Find an organization who needs a fundraiser!</p> <p><b>5.</b> Select a Saturday and hold glamour workshops at 12, 2, 4, 6, 8 pm. Schedule 6 ladies at each session. \$200 in sales at each appointment time equals a \$1000 day!</p> <p><b>6.</b> Whose birthday is it this month? Contact all your customers and offer birthday makeovers. Offer 15% off their purchases if they share it with a friend. (Do 3 faces = \$100)</p> <p><b>7.</b> Contact six customers who work outside the home to do a \$100 bag challenge. Offer each who completes the challenge a set of designer brushes or the Travel Roll-Up Bag. (1=\$100)</p> <p><b>8.</b> Whose anniversary is it this month? Contact all your "husbands" and offer gift buying services. (3 sales = \$100)</p> <p><b>9.</b> Book 8 and Hold 5 new selling appointments this week! (\$1000)</p> <p><b>10.</b> 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)</p> <p><b>11.</b> Call customers for Just Because / Friendship / Beginning of School / Teacher gifts (5 customers = \$100)</p> <p><b>12.</b> Contact basic skin care customers and introduce one other product line. Offer 15% to try a complete Body Care, Spa line...etc. (5 new product line sets = \$100)</p> | <p><b>13.</b> Challenge a son, daughter, or spouse to sell \$100 (Mother in laws &amp; Mothers too!)</p> <p><b>14.</b> Contact Preferred Customers and set up 10 On-the-Go appointments. (10 = \$300)</p> <p><b>15.</b> Deliver Reorders and up sell by selling at least one additional item per customer (15 customer up sells = \$100)</p> <p><b>16.</b> 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)</p> <p><b>17.</b> Demo the Spa collection on five people/day (\$100)</p> <p><b>18.</b> Contact customers for seasonal reprogramming, a new look for Fall. (3 sales = \$100)</p> <p><b>19.</b> Book and hold two Aromatherapy classes and demonstrate Satin Hands, &amp; Spa Line. (\$300)</p> <p><b>20.</b> Offer gift buying ideas for brides, going to college student care packages (Sell 5 gifts = \$100)</p> <p><b>21.</b> Hand out 10 Product samples in a day and call prospects for feedback and orders. (book 2 and sell \$100)</p> <p><b>22.</b> Call 10 customers who have not had a second (check-up) facial - hold 3 (\$100)</p> <p><b>23.</b> Book 2 guests for your Success meeting to be your model and offer her 1 glamour item 1/2 off when she purchases \$30 (3 models = \$100)</p> <p><b>24.</b> Sell Star Shooter Certificates during the last 48 hrs to Star Deadline. Customer purchase \$100 certificate which can be redeemed for \$150 in MK product. (only to finish if needed)</p> |
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*See you at the Tea Party!*

