



18 Ways to Finish Your Star!



1. Contact this month's birthdays and offer a birthday makeover. Offer 15% off their purchases when they share it with a friend. (Do 3 faces = \$100)
2. Contact six customers who work outside the home to do a \$100 bag challenge. Offer each who complete the challenge a special gift. (1 = \$100)
3. Call this month's anniversaries and offer husbands gift buying services. (3 sales = \$100)
4. Book 5 and hold 5 new selling appointments. (3 x \$100 = \$300)
5. 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 retail)
6. Call customers for Just Because / Friendship gifts. (5 customers x \$20 = \$100)
7. Contact basic skin care customers and introduce one other product line. Offer 15% to try a complete new body care set. (5 new product line sets = \$100)
8. Challenge a son, daughter, mother, mother-in-law, or spouse to sell \$100.
9. Contact preferred customers to set up TEN personal service appointments to see new products. (10 x \$30 = \$300)
10. Deliver Reorders and upsell by selling at least one additional item per customer. (15 upsells = \$100)
11. 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 x 10 = \$200)
12. Demo the Satin Hands on five people / day, sell 4 sets. (\$120)
13. Contact Customers for seasonal reprogramming, sun care & skin supplement needs. (3 sales = \$100)
14. Book and hold two aromatherapy classes and demonstrate Private Spa line. (2 @ 150 = \$300)
15. Offer gift buying ideas for brides, new Mom's, back to school student care packages, etc. (Sell 5 gifts = \$100)
16. Hand out TEN product samples in a day and call prospects for feedback & orders. (Book 2 and sell \$100)
17. Call TEN customers who have not had a recheck facial - hold 3 (\$100)
18. Book 2 guests for your Success Night meeting to be your model and offer her 1 glamour item 1/2 off when she purchases \$30. (3 models = \$100)



When you have implement these 18 suggestions, you will have sold a Star order and have profit. Go through the list of each target market or what day you will have that idea as your project. **YOU CAN DO IT!**



Work toward **EXCELLENCE** and **GO** for **FOUR** Quarters of *consistent* Star Consultant **STATUS!**



Star Certificate

YOU are a star!
THANK YOU for supporting
my goal to be a STAR
CONSULTANT this quarter!

Your Star Certificate is retail value of **\$125** in Mary Kay products. Your cost is just **\$100 plus tax**. You may use your Star Certificate now, or for future credit on purchases. Valid only with:

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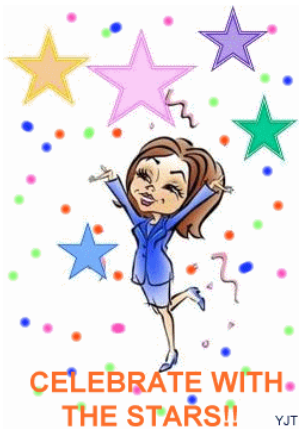


Star Certificate

YOU are a star!
THANK YOU for supporting
my goal to be a STAR
CONSULTANT this quarter!

Your Star Certificate is retail value of **\$100** in Mary Kay products. Your cost is just **\$80 plus tax**. You may use your Star Certificate now, or for future credit on purchases. Valid only with:

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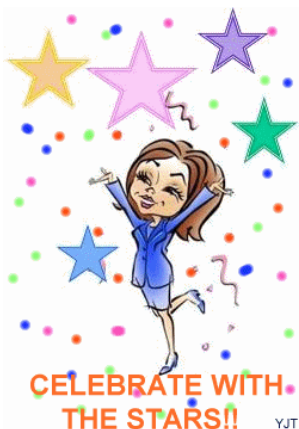


Star Certificate

YOU are a star!
THANK YOU for supporting my
goal to be a STAR
CONSULTANT this quarter!

Your Star Certificate is retail value of **\$75** in Mary Kay products. Your cost is just **\$60 plus tax**. You may use your Star Certificate now, or for future credit on Purchases. Valid only with:

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Star Certificate

YOU are a star!
THANK YOU for supporting my
goal to be a STAR
CONSULTANT this quarter!

Your Star Certificate is retail value of **\$150** in Mary Kay products. Your cost is just **\$120 plus tax**. You may use your Star Certificate now, or for future credit on Purchases. Valid only with:

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