

# Could You Get Excited About Your Business & Make Some Changes.....If You Knew You Couldn't Fail?

***Executive Senior NSD Gloria Mayfield Banks has the formula for Success....***

Gloria has been using this formula and in 18 months three women have debuted as National Sales Directors! WOW!! This is a company record!!!!

**It is the formula for you at all levels....**

Part-time consultant building customers & team....

Full-time consultant building to Directorship...

And Directors building to Cadillac and NSD!!!

## **5 MANDATORY THINGS TO BE A....**

DIQ.....DIRECTOR...CADILLAC DIRECTOR & NSD!

1. **HAND OUT 5 CARDS A DAY!!** Use this dialogue...."My director requires that I hand out 5 cards a day!! Would you like one with or without a sample? I also have some with a \$5 (\$10) coupon....if so, we need to book a time to get together NOW!"
2. **BOOK 2 EVERY DAY!** Skin Care Classes, or any other class!
3. **INTERVIEW 3 PEOPLE EVERY WEEK!**
4. **HAVE \$600 WEEKLY SALES** with backed-up \$1200 wholesale monthly.
5. **E-MAIL OR BRING YOUR WEEKLY ACCOMPLISHMENT SHEET**  
Each week!!

## **FACTS TO PONDER AND DIGEST.....**

Complete #1 5 cards a day, 7 days a week = 1,820 leads a year.  
Results – Only book 1 out of 4 – 455 bookings  
Sell 1 out of 10 = 183 new customers!

Complete #2 730 Bookings a year (1 in 4 hold)  
183 x 5 people = 915 new customers  
Buy 1 basic only = \$47,580  
Buy Miracle Set = \$93,300

Complete #3 156 Interviews – 1 out of 4 recruit = 39 New Recruits...  
**TRAIN THEM TO DO THE SAME!!!**

Complete #4 Pocket \$1200 cash every month, be in National Court of Sales and  
Earn Beautiful FREE diamonds!!

**\*\*If you are really part-time.... make these changes to the above....Hand out 1 card a day.....book 3 to hold 1 a week.....interview 1 a week....have \$200 weekly sales a week....& hand in your accomplishment sheet! Everyone can be successful no matter how much time you have!**