

BE A STAR IN 18 DAYS: WAYS TO STAR NOW!



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

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

Third step: Enjoy your journey of achievement!!

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1. Contact customers with birthdays this month and next and offer a birthday makeover. Offer 15% off their purchases if they share it with a friend. (Do 3 faces = \$100.00)
 2. Contact six customers who work outside the home to do a \$100 bag challenge. Offer each who complete the challenge a set of brushes or the large travel organizer. (1= \$100)
 3. Call husbands of customers with anniversaries and offer them gift buying services. (3 sales = \$100.)
 4. Book 5 and Hold 5 new selling appointments (\$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)
 6. This is Friendship Month: Call customers for Just Because/Friendship gifts (5 customers = \$100)
 7. Contact basic skin care customers and introduce one other product line. Offer 15% to try a complete Body care, spa, Nail care, etc. (5 new product line sets = \$100)
 8. Challenge a son, daughter, or spouse to sell \$100.00. (Mother in laws & mothers, too.)
 9. Contact Preferred Customers and set up 10 personal service appointments. (10=\$300)
 10. Deliver reorders and upsell by selling at least one additional item per customer (15 customer 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 = \$200.00)
 12. Demo the Satin Hands or Feet collection on five people/day (\$100)
 13. Contact customers for seasonal reprogramming, sun care and skin supplement needs. (3 sales = \$100)
 14. Book and hold two Aromatherapy classes and demonstrate Satin Hands, Spa and Nail Care (\$300)
 15. Offer gift buying ideas for brides (Sell 5 gifts = \$100)
 16. Hand out 10 product samples in a day and call prospects for feedback and orders (book 2 and Sell \$100)
 17. Call 10 customers who have not had a recheck facial - hold 3 (\$100)
 18. Book 2 guests for weekly meeting to be your model and offer them 1 glamour item half-price when she purchases \$30 (3 models = \$100)

There it is! When you implement these 18 suggestions, you will have sold a Star order!