

18 WAYS TO EARN YOUR STAR

- First step —————> Decide to make this happen for you!
Second step —————> Get your "tennies" out and GO!
Third step —————> Enjoy your journey of achievement!

- ★ 1 Contact Monthly Birthdays and offer a birthday makeover. Offer 15% off their purchases if 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 completes the challenge a set of designer brushes or the Large Travel Organizer. (1-\$100)
- ★ 3 Call Monthly Anniversaries and offer husbands' 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 Call customers for Holiday 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, spouse or any other relative to sell \$100.
- ★ 9 Contact Preferred Customers and set up 10 personal service appointments.
- ★ 10 Deliver Reorders and up sell by selling at least one additional item per customer. (15 customers up sell = \$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)
- ★ 12 Demo Satin Hands or the Terma d'Isola collection on 5 people a day. (\$100)
- ★ 13 Contact customers for seasonal reprogramming, sun care and skin supplement needs. (3 sales = \$100)
- ★ 14 Book and hold 2 Aromatherapy classes and demonstrate SatinHands. (\$300)
- ★ 15 Offer gift buying ideas for Brides, Baby Showers, Get Well and Grads, Mother's Day, etc. (Sell 5 gifts = \$100)
- ★ 16 Hand out ten 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 your local weekly Skin Care Class to be your model and offer her one glamour items 1/2 off when she purchases \$30. (3 models = \$100)

There it is...If (I prefer "WHEN") you implement these 18 suggestions, you will have sold a Star Order and have a profit!