

Five Ways to Get Un-Stuck!

1) RUN A SALE! My favorite Sale is "Buy 2 Products - Get your 3rd for $\frac{1}{2}$ price" OR "Buy 3 Products - Get your 4th one Free!" Call up all your regular customers and tell them you are going for #1 in your unit and you are running a Customer Appreciation Sale! This is it! Today and Tomorrow Only! I always say....."Is there anything you are running low on or would like to try new?"

2) 30 FACES IN 30 DAYS WILL FIX ANYTHING! 30 Faces in one month will fix ANY problem you have. 30 faces (or 5 shows of 6 people, etc) will give you new faces, new sales, new bookings, and new recruiting prospects! Now, doesn't that fix any problem you have? My script? "Hi Sallee, this is Jen with Mary Kay! I am so excited! I am in a HUGE contest to do 30 faces this month and I had to call you first because I knew you would help me out! Can I borrow your face? I will let you buy \$75 worth of Mary Kay for \$25 if you share our time together with 3 friends that I have never facialed! What do you say? This week or next?" NOW, LET'S THINK ABOUT THIS: She buys \$75 for \$25 - we pay \$37.50 for the \$75 in product....she is paying \$25 of it, so we are only out \$12.50 - PRETTY SWEET , HUH? And, you are getting great sales from the 3 guests plus bookings! ROCK ON!

3) 100 CUSTOMER BASE GOAL! 100 CUSTOMERS is where it's AT! Regardless where you are today, doing 30 faces in one month 3 months in a row, will give you 100 customers! Soooooooo, 100 customers is ONLY AS FAR AWAY as 3 months, but can be closer if you do more faces quicker! With 100 Customers, you have repeat business, reorders, DAILY! Could you get excited about your phone ringing EVERY DAY in addition to your regular skin care classes and team building checks? How about your first \$3000 profit month in MK? YES!

4) INTERVIEW 10! INTERVIEW 10 PEOPLE that are good qualified prospects (customers, interested in another source of income, trust you, love the product, etc) and you will most likely recruit 4-5 of them! Can you say "ON-TARGET FOR THE CAR" immediately!!!!!!???????? An average check for someone on-target for their Grand Am is in the \$300-\$500 monthly range! Wha-lah!

5) COMMUNICATE WITH YOUR DIRECTOR DAILY ABOUT YOUR WEEKLY GOALS! COMMUNICATION with your Director daily is a must when you are wanting to move up! Is there a reason why you can't call her daily? Email her? Share your goals? Plan with her? I am here for you to make your dreams happen! Let's get it together and WORK IT AS A TEAM!