

Mapping out Star!



- * Fill out Weekly Plan Sheet so that you know how much time you have to work your MK business.
- * Fill out a Goal Tracking Sheet.
- * Gloria Mayfield Banks formula for "moving up FAST".
 - 1 Hand out 5 business cards a day ~ EVERYDAY ~ NO EXCUSES!
No time? Make time. Rearrange your to/from trips so that you run into people.
Tell them, "My Director says I need to hand out 5 business cards a day, would you like one with or without samples ~ or, one with a \$10 coupon, and we can schedule your facial right now?"
 - 2 Schedule 2 classes everyday (from classes you will get from above business cards).
 - 3 3 "practice interviews" each week. They need to be "face-to-face" and you need to turn in a 'What do you think' form.
 - 4 \$600-\$800 in sales a week will get you an awesome Star Prize! Think abundance each week!
 - 5 Turn in Weekly Accomplishment Sheets with results from the above to your Director.
This is very important because, that's how she knows how to support and help you succeed!
- * Have a Quarterly Open House to share the new products from the LOOK! You can do all kinds of classes depending on the time of year ~ Pedicure Parties, Girls Night Out, Get Ready for Bed, etc.
- * Warm chatter people everywhere you go to strengthen your skills.
- * Send an email to your family, friends and customers informing them of an online order sale. Anyone who orders from your web-site within the next 24 hours, get 15% off their order. This gets them used to checking your web-site. Have them sign up for your Beaute-News!
- * Put 10 samples of the new products/parfumes/lotions/lipsticks or glosses etc. with you business card and offer them as a thank you, at drive-up windows or give to wait-staff as a special Thank You!
- * Find one special "selling idea" that excites YOU and work it full-circle! Get bookings, hold classes and recruit. There are thousands of ideas ~ look for one that suits your personality and run with it!
- * Stay in touch with your Director so that you get the direction you need. Some of us tend to stray away from our goals if we do not feel accountable with someone else. Your Director would love to help you reach your goals!
- * NOW is the time to get busy and sell this product, offer this opportunity and feel good about sharing this awesome company with everyone you know!