

18 Ways to Finish Your Star

First Step.....Decide to make this happen for you!

Second Step.....Get your "tennies" on an GO!!

Third Step.....Enjoy your journey of achievement!!!

1. Who's birthday is it this month? Contact all your customers and offer birthday makeovers. 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 the NEW Travel Roll-Up Bag. (1=\$100)

3. Who's anniversary is it this month? Contact all your customers husbands and offer gift buying services. (3 sales = \$100)

4. Book 5 and Hold 5 new selling appointments (\$500)

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 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 line...etc. (5 new product line sets = \$100)

8. Challenge a son, daughter, or spouse to sell \$100 (Mother in laws & Mothers too!)

9. Contact Preferred Customers and set up 10 On-the-go 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)

12. Demo the Satin Hands set on five people/day (\$100)

13. Contact customers for seasonal new looks, suncare and skin supplement needs (3 sales = \$100)

14. Book and hold two Aromatherapy classes and demonstrate Satin Hands, Spa and Nailcare (\$300)

15. Offer gift buying ideas for brides, back to school student care packages (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 our meeting to be your model and offer her 1 glamour item 1/2 off when she purchases \$30 (3 models = \$100)

There it is...when you implement these 18 suggestions, you will have sold a Star order and have your profit!