

POWER START +6

National Sales Director, Cyndee Gress, has the highest producing Beauty Consultants in all of Mary Kay (that's out of 1.6 million Consultants, wow!) How do we do it? Gress Generation Area Consultants are famous for starting their Mary Kay Businesses with the Power Start + 6, which means: (1) Seeing 30 Faces in 30 Days, and (2) Having 6 Practice Interviews with your Sales Director or Team Recruiter.

WHY SHOULD YOU DO A POWER START + 6?

- ★ By the end of your Power Start you will be great at giving skincare classes.
- ★ You will learn how to book and keep appointments.
- ★ Your friends, sister consultants, and family will admire you for your commitment and dedication.
- ★ You could become a Senior Consultant or Star Recruiter by sharing the opportunity in just one month!
- ★ You will earn great extra money, remember that an average skincare class has \$200 in sales. If you have 5 classes you will sell an average of \$1000 and that's around \$500 for you to keep! What could you do with \$500?
- ★ You will be on the right track to becoming a Star Consultant for the quarter. Stars earn free product, prizes, pins, recognition, and referrals from the company!

TIPS & ADVICE:

- ★ Make a list of 30 women you know with skin. Let these women know of your challenge and use a script to book classes!
- ★ You can see one face at a time or have Skin Care Classes. It's up to you!
- ★ 30 faces means 10 classes of 3 (that's about 2-3 per week), 6 Classes of 5 people (that's 1-2 per week), or 5 classes of 6 people (that's 1 class per week, and one week with 2 classes). Work smart, not hard! Book classes rather than facials to maximize your time!
- ★ Plan which month you will do your power start and write down your start and end date. Book as many classes as you can for the month set aside before you start. See your first 15 faces in your first 2 weeks. You will be able to book some classes from classes for your second 2 weeks.
- ★ At each class pick 1 or 2 women who you admire and would like to see again. Call your Director or DIQ and ask them how to set up a practice interview with these guests. You will be able to listen to her interview and learn how to have effective interviews!
- ★ Know that hearing no is sometimes a part of the business! Get twenty No Bees: take your Bee-Vitamins to make you stronger!
- ★ Let your Sales Director know when you are ready to book your Power Start, she can give you advice and help you get started! You can do a power start at any time in your business, and you can do more than one!

POWER START +6 TRACKING SHEET

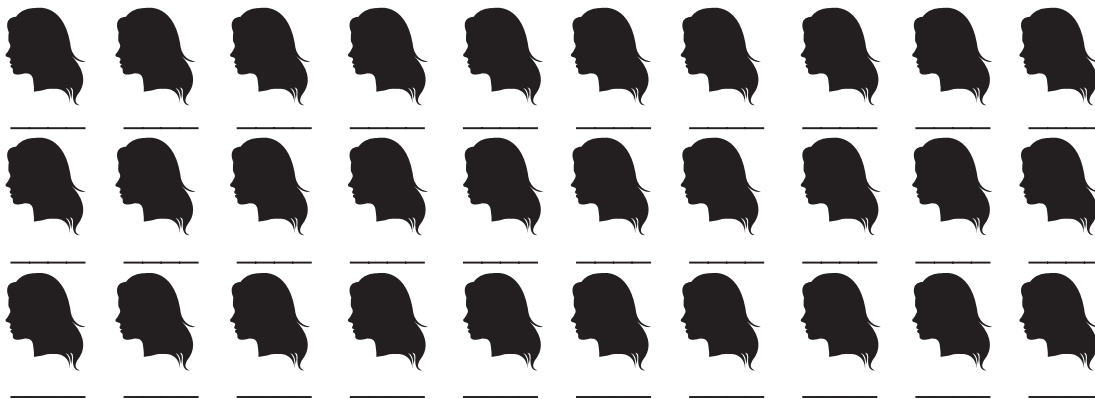
Start Date: _____ End Date: _____

Classes Booked (Book 10 and 5 should hold!):

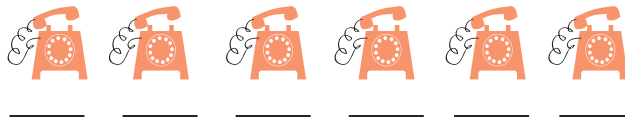
Hostess Name & Address _____ Date & Time _____

- 1.
- 2.
- 3.
- 4.
- 5.
- 6.
- 7.
- 8.
- 9.
- 10.

30 FACES:



6 PRACTICE INTERVIEWS:



30 NO BEES:

