

FINISH YOUR STAR!!!

Ideas for becoming a Star Consultant

14 WAYS TO GET IT DONE!

- 1.) Call 10 customers and talk about 1 specific product special! EX: \$10 off the NEW TimeWise Night & Restore—benefits of it (5 customers = \$150)
- 2.) Call those customers who have purchased just the basic set, not miracle set and offer them the Day/Night Solution set for \$40; reg retail \$60 (3 customers = \$120)
—If they have the miracle set...offer them the Microderm for \$40 (3 customers = \$120)
- 3.) Hold a phone lottery (call as many customers as you can in an hour and tell your customers one will receive their order free) (20 customers=\$200)
- 4.) Book 5 guests for your meeting to be your model and offer her one color item 1/2 off when she purchases \$50. (5 models=\$250)
- 5.) Contact Preferred Customers and set up 10 personal service appointments. Show the new lipsticks, fall colors, etc. (10 customers x \$25 = \$250)
- 6.) Call 10 customers who have not had a recheck facial—hold 3. (\$100)
- 7.) Contact Monthly Birthdays and offer a birthday makeover. Offer 15% off their purchases if they share it with a friend. Call significant others of these people and offer gift service. (Do 3 faces = \$100)
- 8.) Find your top customers and have them be silent hostesses, challenge them to sell 5 of their favorite items and you will give them their free! (5 - \$200)
5 Microderm = \$275
5 Satin Hands Sets = \$170
5 Miracle Sets = \$450
- 9.) Challenge a son, daughter, spouse, or any other relative to sell \$100. Give your loved one a free product in return. (1 customer = \$100).
- 10.) HOLD a \$1,000 Challenge offer 15% off to all existing customers. Set the date, tell customers about your goal, ask for referrals. (\$300-\$1000)
- 11.) Demo Satin Hands on 30 people....you will sell a set to half! (15 customers = \$510)
- 12.) Sell \$24 to \$24 people in 24 hours! Check out our unit site homepage for the tracking sheet.
- 13.) Sell Gift Certificates: Make buco bucks! \$175 for \$125 or \$125 for \$100 or \$75 for \$50 (5 - \$500)
- 14.) #1 WAY is always hold PARTIES!!! And get referrals from your parties so you always have quality people to call

NOW....let's plan your next quarter so you are finishing that STAR with ease in those last 7 days!!!

JUST.....Hold 10 parties in a quarter and you will sell your way immediately every single quarter with EASE!!! That's 1 party a week for an entire quarter....just 3 hours of working! I know we can all find 3 hours a week especially if we knew that by doing that for a year we would make an extra \$12,500 profit for our family!

That's a pretty awesome year end vacation!