

# THIS IS AMAZING!

## THE NUMBERS REALLY

### DO WORK!!

## Great Booking Idea!

I personally built my business by warm chattering, I did not know enough women to build a business with, I was only 19! I hope you all take this and seriously run with this!!!

Hand out 5 a day for 365 days = 1825 names  
If 1 in 10 book that is 182 parties  
If you get one recruit at every party you will have 182 personal recruits

Time involved...  
30 minutes a day to hand out samples  
3-4 parties a week = 10 hours with prep time

Average sales at 182 parties @ \$300.00 = \$54,600.00  
2 new customers per party = 364 customer  
Average reorder per customer for the year (figure low) \$200 x 364 = 72,800.00

PLUS....commission checks...  
 $182 \times 600 = 109,200.00 \times 36\% = \$39,312.00$   
Commission on own wholesale order... $63,700 \times 23\% = \$14,651.00$   
Say 100 of 182 personals start with \$600 you get \$100 recruiting bonus = 10,000  
That's an average of 8 a month so you would get the  
\$500 director sharing bonus = \$6000  
Plus other bonuses...and when the consultants reorder through the year,  
This is just their initial \$600.00

Sales profit \$63,700.00

Minimal commission \$69,963.00

***Total income \$133,663.00***

**DO YOU HAVE TIME TO HAND OUT  
5 FACIALS IN A BAG A DAY????**

So head out the door...looking "HOT"....professional and excited!

Say...Excuse me, could you get excited about a FREE microdermabrasion treatment? Mary Kay is conducting a survey of our skin care products and microdermabrasion. Would you be willing to give yourself a mini-facial tonight before bed and then allow me to call you tomorrow to have you complete the survey, it will only take a few minutes? I call between 9-10am, so what number can I reach you at tomorrow at that time?

Put the microdermabrasion sample and your business card in a really cute cellophane bag and pass these out. Get her name and number, if she is not willing to give you her name and number do not give her the samples.