






































Name: _____

Power Start - 30 faces in 30 days!

	Sales					
1						
2		1. _____	2. _____	3. _____	4. _____	5. _____
3		#: _____	#: _____	#: _____	#: _____	#: _____
4						
5						
6		6. _____	7. _____	8. _____	9. _____	10. _____
7		#: _____	#: _____	#: _____	#: _____	#: _____
8						
9						
10		11. _____	12. _____	13. _____	14. _____	15. _____
11		#: _____	#: _____	#: _____	#: _____	#: _____
12						
13						
14		16. _____	17. _____	18. _____	19. _____	20. _____
15		#: _____	#: _____	#: _____	#: _____	#: _____
16						
17						
18		21. _____	22. _____	23. _____	24. _____	25. _____
19		#: _____	#: _____	#: _____	#: _____	#: _____
20						
21						
22		26. _____	27. _____	28. _____	29. _____	30. _____
23		#: _____	#: _____	#: _____	#: _____	#: _____
24						
25						
26		27. _____	28. _____	29. _____	30. _____	
27		#: _____	#: _____	#: _____	#: _____	#: _____
28						
29						
30						
Total		#: _____	#: _____	#: _____	#: _____	#: _____

Before you call:

Do 10 jumping jacks or run around so you sound excited, out of breath, rushed and completely different than normal =)

What to say when you call:

"Hi _____, guest what? I just started a new business teaching skin care with Mary Kay. I have a HUGE goal to finish 30 practice faces in 30 days and I immediately thought of you. There's no obligation I just need to borrow your face. I am doing my appointments on _____ & _____, which one works best for you? (Pause and Silence – wait for their response)

Take it one step further:

Sounds perfect. I just knew that I could count on you to help me out. You know, it's just as easy for me to do your face as it is for me to do yours and a few girlfriends, is there any reason why you couldn't invite some girlfriends to join you to help me reach my goal, plus you could earn some free Mary Kay! (Pause) Thank you so much...you're the greatest.

I will call you back in the next 48 hours to get their name, phone number & address so I can mail them a super cute invitation. **(Set the time to call her to get their information in 2 days)**

What if no one answers?

NEVER, NEVER, NEVER, NEVER, NEVER, NEVER, NEVER leave a message. Wait for them to return the missed call and then say the script. When you leave a message you are adding to someone else's "Things To Do" list and you are setting yourself up for a disappointment if they don't call you back. Just keep calling until you reach them live. =)



Turn in your completed Power Start Sheet to earn your Power Start Pin.