

## POWER PLAN

### Goal:

Each Unit complete 200 faces from Feb 1st to Feb 28th: each unit member complete 30 faces

### Hostess Gift:

- Receive 10% off their purchases thru Dec. 31, 2014 for each guest up to a max of 50% off. Guest must be 18yrs or older and do not currently have a MK consultant.
- Hostess will receive a look from the Rock the Runway Collection

**Rock the Runway Collection** – Project Runway – located on MaryKay Intouch <http://marykayus.polyvore.com/> Print each look to offer hostess

### Script:

Hi \_\_\_\_\_, this is \_\_\_\_\_ your Mk consultant and I have a great deal for you! Do you have a minute? Great! Our unit is making history this month by putting the product on 200 faces and I'm going to do my part by completing 30 before & after "Rock the Runway Collection" looks! By helping me with my challenge I'm offering all hostess up to 50% discount on all purchases for the REST OF THE YEAR by having at least 5 women share your makeover (receive 10% off all purchases for the rest of the year for each guest; 50% off max)! I'm only offering this deal to 10 women this month and I wanted you to be the first to know! Does the beginning of the week or the latter part of the week work better for you? (schedule date and time) Check out the looks on my website, give me a call/ text with your guest list and preferred look by (date within 2 days) and I'll have an extra special gift for you!

### The numbers:

- 30 faces x \$100 (avg per face) = \$3000 for the month
  - o \$1500 order
  - o \$1500 profit
- Star for 3Q & 4Q
- \$7500 whsl/ \$15000 retail towards Court of Sales
- 30 interviews = 6 new team members
  - o Gold medal each month
- 6 new team members per mth x 5 mths = 30 = Court of Sharing
- On-Target Car February 28th; Win Car by May31st