



*Darlene's*

# *Bold Believers*

Go confidently in the direction of your Dreams!  
LIVE the life you've imagined.

*Darlene Wrenn*  
Senior Sales Director

May Newsletter—April Results

## *Seminar 2014 Courts*

### Court of Sales Top 15

1. Beth McCaskill	\$18,185.00
2. Melissa Johnson	\$12,570.00
3. Joyce Malloy	\$4,449.00
4. Donna Markle	\$4,431.00
5. Bethany Truax	\$4,182.00
6. Cindy Bush	\$3,748.00
7. Shelly VanGorder	\$3,550.50
8. Stacie Backus	\$3,463.50
9. Kimberly Cronk	\$3,280.00
10. Lynne Moore	\$3,121.00
11. Cindy Hirt	\$3,068.50
12. Audrey Aloï	\$2,970.50
13. Gale Phillips	\$2,884.00
14. Sue Maxfield	\$2,572.00
15. Brenda Contento	\$2,472.00

**Will you be in our Top 5???**

### Unit Goals by Seminar

2014

20 Star Consultants

5 Red Jackets

Car Driver

75 Unit Members

\$350 Unit Club & Cadillac

# MARCHING TOWARDS CADILLAC SEMINAR 2014 <sup>2</sup>

## Follow The Steps to Success

### Senior Consultant

(1-2 active Team Members)

4% commission

### Star Team Builder

#### RED JACKET

(3+active Team Members)

Senior Consultants benefits plus \$50 Red Jacket Rebate. Eligible for \$50 bonuses & Star Recruiter Pin

### Team Leader

(5+active Team Members)

All previous benefits plus 9-13% Commission & Team Leader Pin

### On-Target For Car!

(5+active & 5,000 wholesale growing to 14 actives and \$20,000 in 4 months or less) Eligible to earn use of Career Car or \$375 cash monthly for 2 years. Plus all benefits of previous levels

### Director in Qualification

(5 active personals building to 24 in 1-4 months 18,000 wholesale with 1,800 from DIQ 10 of 24 must have \$600 + during qualification) Production during qualification counts toward car! Eligible to become Director and earn Unit Commissions and Unit bonuses – Eligible to wear the exclusive Director suit

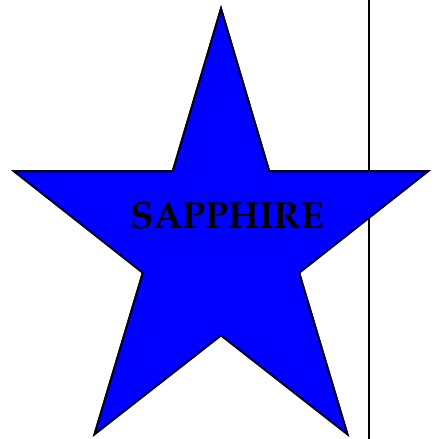


### 100 Interviews By June 30th!!

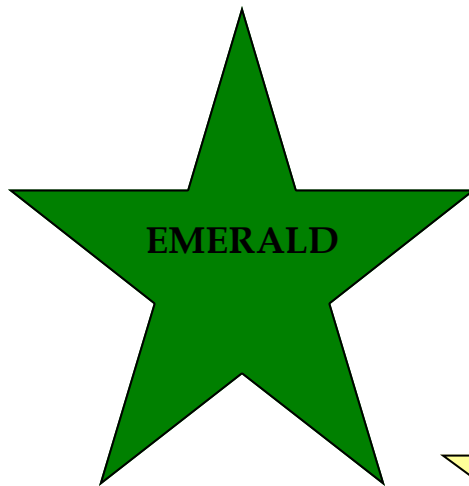
Send your prospects to [www.darlenewrenn.com](http://www.darlenewrenn.com), click on career opportunity. Have them watch and fill out survey. Simple and you never know you may have a new business associate???



**WHO will Be a STAR This Quarter?**



*Stars Drive Cars!*



**Finish your Star this Quarter ending June 15th and come Celebrate Saturday June 21st with Darlene**



# Look who's invested in their business in April!



Beth McCaskill	\$603.50	Katharine Blaisdell	\$235.00
Kimberly Cronk	\$344.00	Joyce Malloy	\$233.00
Donna Markle	\$343.25	Robin Ackerman	\$230.50
Rachel Willey	\$261.50	Sarah Jones	\$229.50
Cindy Hirt	\$248.00	Shelly VanGorder	\$227.50
Carol Markle	\$245.75	Bethany Truax	\$128.50
Kellyann O'Mara	\$239.00	Laurie Hogan	\$69.50

**Congratulations** to the following consultants who enrolled their customers in PCP. You are each eligible to order the summer products on May 10th!



Stacie Backus  
 Julie Benedict  
 Cindy Bush  
 Kelly Canney  
 Phyllis Guest

Cindy Hirt  
 Melissa Johnson  
 Sue Maxfield  
 Donna Markle  
 Beth McCaskill

Judie Closs-Schmelzinger  
 Brenda Contento  
 Kimberly Cronk  
 Heather Darrow  
 Shelly VanGorder



Joyce Malloy  
 Carol Markle  
 Cathy Stone  
 Rebecca Smith  
 Bethany Truax



## Check out

# HOW TO HAVE A GRAND WEEK IN MAY!



## In our Training Center on next page.....

## Do you feel stuck?

### Tammy Crayk's 4 hour plan for Beauty Consultants can help:

f/t consultant 6-8 hours a day for herself...

adjust plan if work f/t...maybe 2 hours or 1 hours work divided by 4 areas

Biggest gap successful and unsuccessful, gap knowing what to do vs actually doing it

Simple business: teach people to wash face. And sell amazing product

1. If someone would give me a plan, every hour of day, like corp am, I would do it..here it is!

What if? Every day use 30-1 hour booking calls/texts, use bubble sheet, dialing #...1 hour=2 classes  
X 5 days week=10 skin care classes a week booked.

10 week X 4 week=40 classes a week, cancelations ok or dovetail!

½ held=20 classes, if use 200 class (conservative)=4000 retail product at those 20 classes

2000 wholesale order each month

2000 profit-expenses=yours

Star consultant program= 6000 in star prizes per quarter! Nice prizes category!

48,000 retail a year=beyond what need to do to be in National Queen Court of Sales= ring or great prize!

2. What if, did 1 hour a day of coaching calls, chat with hostess, get guest list, call guests. When coach class, usually holds, 6-8 in attendance! Single most important skill need to master to be great at business. Benefit is classes will hold, avoid postponements

3. Call existing customers..if new, add to booking time! Sell minimum 100 dollars, just to follow up with clients..find out what running low on, share new products...1 miracle set replaced in an hour..\$100 X 5=500 X 4= 2000 more in sales. Takes our total to 4000 at classes + 2000 at customer service calls=6000 if no one else orders on web, or new clients, etc...3000 profit, who couldn't discipline themselves for 3 hours a day! Diamond star order each month, 9K= highest level at star prizes 3000 profits! If not interested in team building, stop here...increase over time, as client base grows, and reorders grow

4. Team building is a very lucrative income source in mk, once you fall in love with business you will want to share! One hour doing team building calls...brought them to event, listen recorded call or followup..watched dvd, cd, 3 way call...

Or did 1/1 for an hour...

Book 2 interview per day, 10 a week=40 month

If 20 held, 1/5 sign up=4 new team members a month

Always have new folks from doing so many classes!

Could go on target to win car first month you did this!

Average new person, co wise, does 1000 in inventory..some 0, some 600, some 3600...5000 personal team production, 5 active, completes first month car!

Paid commission on people you bring into business, ex 5000, 13% level: \$650

+ 5 X \$50=250 + 650=850 (4<sup>th</sup> recruit and beyond get 50 bonus on qualified recruits)

3750...a month, but potential to do way more is there! If discipline self to work 4 hour plan and be on target for car and at new Orleans as future director!

4 hours + time to hold parties + time to do interviews+ attend meeting each week

Same activity as director will be between 9-10K or more as director

If you work f/t job, cut time down to 2 hours or 1 hour and do each of the things ¼ time each

If don't have enough leads, do what have, then get out door to meet others, ask referrals, do referrals off fb, etc...or buy leads..don't focus on what don't have, focus on what can do! 90% Of current city not using mk! Find a technique and do it!

Every class that holds, leave each class with 50-60 new names from referral game.

If not enough leads...then move time around, spend 2 hours of customer service calls, etc

The more classes on books, more time need to coach...

Book classes from classes...

Don't get rid of booking hour, use it to contact referrals from class

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Just start, don't analyze it...natural flow of things will happen

What if I fill up books, do I need to keep doing booking calls? No , move time away

Afraid of phone? If say no, nothing has changed. Don't take it personally...all businesses take 0, everything same, but if say yes..business improves

Only gets worse, in fear zone when stuck and not making calls!



## Welcome New Unit Members

<u>Name</u>	<u>From</u>	<u>Recruiter</u>
Coreen Perkins	Elbridge, NY	Darlene Wrenn

## Happy Anniversary in May Years

Judie Closs-Schmelzinger	20
Rita Dawson	17
Kimberly Cronk	13
Stacie Backus	12
Heather Darrow	11
Laurie Hogan	5

## Happy Birthday in May

Mandy Ellis	2
Connie Biviano	7
Melissa Johnson	13
Pamela Flores	14
Gale Phillips	19
Shelly VanGorder	28



## 100 Days in April

\$ Sarah Jones	2
Donna Markle	1