

# Tips and Tricks for a Successful \$1000 day

1. Choose your day wisely. A Wednesday or Thursday is best. You will need 2-3 hours of phone time in the evening after everyone gets off work to make and receive calls.

Monday – many LDS people in this area won't take your call on a Monday night (family night).

Tuesday – Unit Meeting Night. Your \$1000 day is **not** more important than Unit Meeting

**Wednesday or Thursday – good days to have your \$1000 day if your are not coming to Pizza and Possibilities .**

Friday – date night or people going out of town

Saturday – Same as Friday

Sunday – Same as Monday

2. You need to send 100 postcards to get 30 people to order if you are going to sell \$1000.
3. You want the postcards to arrive a day or two before your \$1000 day. People will forget otherwise
4. You will get some calls during the daytime, but the majority of people want to do it and have forgotten to call you.
5. You will not get to \$1000 in sales if you wait for your customers to call. At 6pm, start calling everyone you have not heard from and say this,

“Hi, this is Sherralynn with Mary Kay! I am just calling because today is the \$1000 day and I wanted to be sure you didn't miss it.”

If they don't know what you are talking about, just read them the postcard and say, “Can you help me out?”

Leave messages with everyone you don't get a hold of and tell them they can call you up until \_\_\_\_\_ (9 or 10 pm).

If they say, “I don't need anything”, you say. “Yah, most people don't need anything, they are just participating today to help me get to \$1000, so that they can get 50% off their next order.”

That's it! Good luck ladies!!