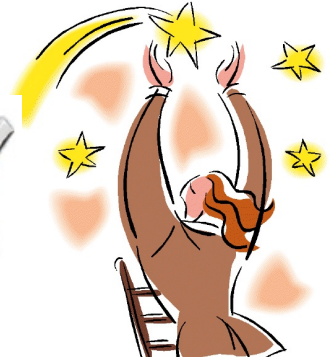


18 Ways to Finish Your Star



Step One! Decide to make this happen for you!

Step Two! Get your 'tennies' on and GO!!!

Step Three! Enjoy your journey of achievement!!!

1. Contact current month Birthdays and offer a birthday makeover. Offer 15% off their purchase if they share it with a friend. Do 3 faces = \$100.00
2. Contact six customers who work outside the home to do a \$100 bag challenge. Offer each who completes the challenge a set of designer brushes or the Large travel rollup bag. (1=\$100)
3. Call current Anniversaries and offer husbands gift buying services. (3 sales = \$100.)
4. Book 5 and Hold 5 new selling appointments (\$300)
5. Have a \$1000 Day Challenge and offer 15% off to all existing customers or offer a lipstick 1/2 off with a \$30 purchase (\$300 - \$1000)
6. Call customers for Secret Pal Referral gifts (5 customers = \$100)
7. Contact basic skin care customers and introduce one other product line. Offer 15% to try a complete Body Care, spa, Nail care, etc. (5 new product line sets = \$100)
8. Challenge a son, daughter, or spouse to sell \$100.00. (Mother in laws & mothers too)
9. Contact Preferred Customers and set up 10 personal service appointments. (10=\$300)
10. Deliver Reorders and upsell by selling at least one additional item per customer (15 customer upsells = \$100)
11. Hold a Phone lottery (call as many customers as you can in an hour and tell your customers one of them will receive their order free) (20 customers = \$200.00)
12. Demo the Microdermabrasion Set on five people/day (\$100)
13. Contact customers for seasonal reprogramming, sun care and skin supplement needs. (3 sales = \$100)
14. Book and hold Footsie Tootsie classes and demonstrate Satin Hands, Spa and Nail Care (\$300)
15. Offer gift buying ideas for Brides, Graduates Care Packages (Sell 5 gifts = \$100)
16. Hand out 10 Product samples in a day and call prospects for feedback and orders (book 2 and Sell \$100)
17. Call 10 customers who have not had a recheck facial - hold 3 (\$100)
18. Book 2 guests for Your Weekly meeting to be your model and offer her 1 glamour item 1/2 off when she purchases \$30 (3 models = \$100)

There it is... when you implement these 18 suggestions,
you will have sold a Star order and have a profit.

NOW, THAT IS MAKING THINGS HAPPEN NOT SAYING, "WHAT HAPPENED?"

Don't forget to offer any item half off if you can stay and
get their opinion of the marketing plan.