

\$16,000 Holiday Sales Plan!!



That's \$8,000 PROFIT in Nov. & Dec!!

~Start this plan by the first week in November. That gives you 8 full weeks to work with!

Step 1: Highlight in green highlighter at least 10 time slots to hold 10 Holiday Shopping Coffees.

Step 2: Make a list of ALL THE WOMEN YOU KNOW! Call and offer them \$10 of free product PER PERSON if they will host a Holiday Shopping Coffee during November or December to help you raise money for the charity of your choice! Don't stop until you have 10-15 BOOKED!! Some will cancel, so OVERBOOK!!

Step 3: Hold 10 Holiday Shopping Coffees that are WELL COACHED to have 15-20 women stop by. That will be an average of \$1000-\$1500 per Shopping Coffee. 10 of these=at least \$10,000 in sales. 10 with 15 people =150 NEW customers!!

Step 4: Schedule 1 or 2 Holiday Open Houses. These could be at your home, your church fellowship hall, a hotel, etc. Get CREATIVE!! Each Open House could range from \$500-\$2000 in Sales!! Let's say the AVG. OPEN HOUSE is \$1,000!

Step 5: Make a list of all the men that you know. Contact them and offer to make them look like a MILLION BUCK to their wife this Christmas. Explain the 12 Days of Christmas Set or mail them a 12 Days of Christmas Flyer! Each 12 Days averages about \$200. 10 "12 Days of Christmas Sets" sold=\$2000

Step 6: Bring guests to meetings every week for HOLIDAY MAKEOVERS!! Every woman wants to look her best for Holiday Parties! Each guest will average about \$100 in sales! 10 guests =\$1000!!

Step 7: Make sure that you are working with your regular customers for re-orders! They get busy and forget to call you during the holidays!! Make sure that you are calling them during this busy season! Regular re-orders should be \$1000+!!

\$10,000 from 10+ Holiday Shopping Coffee's
\$2,000 from 2 Open Houses
\$2,000 from 10+ 12 Days of Christmas Sets
\$1,000 from Guests at Meetings/Holiday Makeovers
\$1,000 From Re-Orders

\$16,000 Retail Sales!!!

\$8,000 Profit!!

\$8,000 Wholesale=Pearl Star & Almost 1/2 of the National Court of Sales!!
Plus TONS of NEW CUSTOMERS & TEAM MEMBERS!!!