



Holiday Action Sheet

Name: _____

Strategizing for Holiday Selling Success!

**My Goal is to sell \$_____ Retail this
Holiday Season.**

Here is a checklist to help you have the most profitable and FUN Holiday Selling Season ever!

OCTOBER ACTIVITIES:

- I have planned the date of my “MaScarry Marathon” Sale.
- I have started telling my customers about my Holiday Open House.
- I have set my promotion for Breast Cancer Awareness & Domestic Violence Month.
- I have made my personal mammogram appt & ordered Breast Exam Shower Cards.
- I have created my personal Christmas Card List & purchased cards.
- I have purchased my wrapping supplies & set-up my wrapping station for MK product.
- I have purchased my personal wrapping paper, bows & tape supplies.
- I have made my master list for gift giving.
- I have begun booking my Holiday Collection Preview Shows.
- I have begun carrying my fragrances with me everywhere I go.
- I have begun my personal Christmas shopping.
- I have followed up with businesses regarding my Corporate gift giving services.

NOVEMBER ACTIVITIES:

BEGINNING OF THE MONTH:

- I have followed– up with EVERY business contact I know.
- I have ordered EXTRA of my most popular selling items.
- I have ORGANIZED & SELECTED the sets/ collection that I am focused on selling this Holiday season.
- I have completed my personal Christmas shopping.
- I have begun calling all of my customer’s husbands/Secret Santa’s to share my services.
- I have selected the dates for my Holiday Open House.

BY THE END OF THE MONTH:

- I have collected a Holiday Wish List from all my customers.
- I have continued booking Holiday Previews, Coffees & “On the Go” appts.
- I have followed– up with my Preferred Customer Program optional mailers.
- I have completed this list of ALL the email addresses of my customers.
- I have prepared my shopping list for our Thanksgiving Day celebration.
- I have addressed/stamped all Christmas Cards.



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DECEMBER ACTIVITIES:

- I have followed-up with all of the husbands/men— they are beginning to get SERIOUS!
- I have a spouse or significant other for each Holiday Wish List I have had a guest complete.
- I have told each spouse about my “12 Days of Christmas” Gift Service.
- I have mailed my Christmas Cards.
- I have wrapped ALL of my Christmas presents by 12/17!
- I have called EVERY spouse for last minute stocking stuffers & gifts.
- I have CONTINUED booking Holiday Appts.
- I have made one last call to each business contact for last minute gift giving & rapport.
- I have begun booking my “New Year, New You” Makeover Parties—Dec 26th thru Jan 1st.
- I have ACHIEVED MY STAR CONSULTANT STATUS for QTR ending 12/15.
- I have ordered the NEW Products & Section 2 supplies launched on DEC 16th!
- I have ENROLLED in the WINTER PCP Program for the Spring Mailing of the Look Book.
- I have recruited every potential team member possible to give them the tax advantage.
- I have donated my unwanted products to a women’s shelter or home BEFORE Christmas.
- I HAVE MET MY HOLIDAY SELLING GOAL! VICTORY & CASH are MINE!

DECEMBER 26th— JANUARY 2nd ACTIVITIES:

- I have booked/held 10 “New Year, New You” Make-Over Appts for the week.
- I have cleaned-out my product cabinet & trunk, and organized my Section 2 samples.
- I have taken a year-end INVENTORY count of all my products for my taxes!
- I have updated my BLVD. Software w/ my current inventory levels for the new year.
- I have begun to organize my receipts/product & sales tickets for my taxes.
- I have decided on my GOALS for the first quarter of the New Calendar Year.
- I have taken down my OLD goal posters & made NEW ones for my current goals.
- I have begun writing in my journal for personal growth & discovery.
- I have put together my SUPERBOWL SPECIAL flyer & prepared to mail it.