

# 18 WAYS TO FINISH YOUR STAR!

**\$1,800 in Wholesale Orders = Sapphire Star *plus* Prize**  
**\$2,400 hi Wholesale Orders = Ruby Star *plus* Prize**  
**\$3,000 in Wholesale Orders =Diamond Star *plus* Prize**  
**\$3,600 in Wholesale Orders = Emerald Star *plus* Prize**  
**Plus, new Team Members can increase your prize value!!!**

*Step One! Decide to make this happen for you!*

*Step Two! Get your `tennis' 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 Sept. 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 112 off with a \$30 purchase (\$300 - \$1000)
6. Call customers for Just Because/Friendship 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) Why not the Energizing Foot & Leg Lotion?
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 one of the new Body Lotions on five people/day (\$100)
13. Contact customers for seasonal reprogramming, sun care and skin supplement needs. (3 sales = \$100)
14. Book and hold Two Aromatherapy 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 112 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.*