

Here are some helpful Selling Ideas:

- **SILENT HOSTESS:** Select a few people to be Silent Hostesses for you. Print out the "Silent Hostess Outside Order Form" (attached, make sure you add your name to the "Make Checks Payable To" box at the top) and simply tape it to a brown clasp envelope. This will be your money envelope. Give each hostess a Look Book and this Silent Hostess Outside Order envelope. (When your hostess fills all 10 lines with at least a \$10 order per line, she will receive a 50% shopping spree). PLUS, 2 lucky customers that place orders on the sheet will be entered into a drawing to receive a FREE Lip color, eye color, or cheek color of their choice!! Make sure you set the deadline for your orders as _____ to make sure you get your order in on time!!!
- **\$1,000 DAY!:** This is a GREAT way to get your sales UP and I have attached a letter to show you exactly how it works!! This is MUCH EASIER than you think it is, if you just do what the letter says!! HAPPY SELLING!!
- **SALE BASKET:** Get 2 baskets and fill with discontinued items, or items that you want to move. One basket will be a \$5 basket, the other will be a \$10 basket. Take these baskets to local companies (MAKE SURE YOU GET APPROVAL FIRST!!) or to offices where you know someone. (You can leave the baskets if you know someone that works at that office.) Take the baskets, along with a brown clasp with the Outside Order Form taped to the

outside to hold money collected. MAKE SURE to pick up your baskets by _____ to make sure you get your order in on time!!!

- LIP SALE: The sale is 2 Lip Colors for \$20; Bonus Buy- 2 Lip Liners for \$15. Take a Look Book and Outside Order Form to several of your friends and have them pass it around their place of employment. Offer your friend a discount, or a lip color of their choice just for helping. You will receive sales AND NEW CUSTOMERS from this!!!

I hope that you all will find something in this letter that will work best for you and your business. Feel free to contact me with any questions, or if I can be of assistant to you!

Love and Blessings,
Elizabeth