

Unleash the STAR within YOU!!

You still have PLENTY of time to finish STAR!! Here is a list of 20

Selling Tools to help you become THE STAR YOU ARE!!!

- Complete a \$1000 Day Challenge. (\$300-\$1000 in sales)
- Contact six customers who work outside the home to sell \$100 worth of product. Offer each who completes the challenge a free product. i.e. a free mascara or satin hands set. (1-\$100)
- Call your clients who have anniversaries coming up and offer the husbands' gift buying services. (3 sales-\$100)
- Book 5 and hold 5 new selling appointments (parties or a group of facials). (\$300)
- Contact monthly birthdays and offer a birthday makeover. Offer 15% off their purchase if they share it with a friend. (3 faces-\$100)
- Call customers for any upcoming birthday, wedding and/or holiday gifts. (5 customers -\$100)
- Contact Basic Skin Care customers and introduce one other product line. Offer 15% to try a complete Body Care, Spa, Replenishing Serum+C, etc. (5 New Product line sets - \$200)
- Challenge a son, daughter, spouse or any other relative to sell \$100. (\$100)
- Contact Preferred Customers and set up 10 personal service appointments to update their look. (10 appointments - \$300)
- Deliver reorders and up sell by selling at least one additional item per customer. (15 customer upsells - \$100)
- 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)
- Demo the Satin Hands on 5 people a day. (\$100)
- Contact Customers for seasonal reprogramming, sun care, and skin supplement needs. (3 sales - \$100)
- Book and hold 2 Spa Parties. (\$300)
- Offer gift buying ideas for brides, baby showers, get well, grads, etc. (Sell 5 gifts - \$100)
- Hand out ten product samples in a day and call prospects for feedback and orders. (book 2 and sell \$100)
- Call 10 customers who have not had a recheck facial - hold 3. (\$100)
- Book 2 guests to be your model and offer them one glamour item %2 off when they purchases \$30 (3 models - \$100)
- Call customers about perfumes and colognes. (sell 4 - \$100)