

## Are you up for the challenge? by NSD & Million Dollar Director Tammy Crayk



Imagine your 50% profit being over \$1600 for 1 week! HOLY COW! There are REAL Women out there doing this with their Mary Kay businesses! I was so inspired by this story that I'm passing it along! This Consultant did 55 faces in just 18 work hours, for a face average of \$51 and an hourly income of \$89, she was a STAR Consultant and kept a great paycheck!!

First, she made a list of 25 people, and then she called them all and said: "I am building a portfolio of before and after pictures of models and my goal is 100 by the end of February. I think you'd look so good in my book that I'd like to feature you, so could you do that?" Then she said, "I'm looking for different face shapes, skin tones and hair color, and of course, I need lots of faces this week, so if you know anyone who could come with you, that would be WONDERFUL! I have 12 places for ladies in each time slot, so if you could just bring one, or even two, that would be so helpful! What do you think? Who could you bring?" No one turned her down to be in her book, and some even brought a friend!



### Her sales and faces were:

4 faces Monday - \$250 in sales  
7 faces Wednesday - \$177 in sales  
7 faces Friday - \$867 in sales

9 faces Tuesday - \$203 in sales  
12 faces Thursday - \$531 in sales  
20 faces Saturday - \$1074 in sales

Notice how her sales at the end of the week were higher than the first of the week?? I believe that is because her momentum built and her confidence increased. It was thereby reflected in her sales. As she said, "I started thinking of how many times over the past few years "I tried" to do 30 faces in a month or how many times I "tried" to schedule a high number of classes in a week and how many times it did not work out." But you know what? She has not given up, and in Mary Kay the only way a person can fail is to quit. Mary Kay has told us that numerous times. **What was the difference this time? Why did people say "yes" when she had tried so many times before???**

- ➔ She made a decision that she was going to be successful - no matter what.
- ➔ She didn't let herself even feel the fear. You leave your comfort zone to change someone else's life.
- ➔ She used her family as a reason. She used her financial situation to her advantage. Instead of getting stressed over bills, she decided to "do" something about it.

"After each skin care class summarize in your mind the points in your presentation that achieved positive results. Keep those and delete anything that did not achieve positive results. Only in this way can you polish your sales techniques to ensure sales success. Remember, it is as honorable to sell as it is to buy. Practice will sharpen your skills and enhance your position as a professional salesperson. Salespeople are not born; they are made." -Mary Kay Ash