

## BE A STAR CONSULTANT THIS WEEK ...

(here's an example)

Here is a great idea to get you into Star Consultant status THIS WEEK. Select 24 ladies -- especially your best clients, co-workers, family friends. Offer them the deal of the century. They may choose \$100 in retail Mary Kay products and receive them for ONLY \$75. Tell this is a **ONE-TIME OFFER THIS YEAR** to help you win a very exciting contest Mary Kay is promoting right now!

Tell them you must have their order and \$\$\$ by 5PM on \_\_\_\_\_. Your actual cutoff can be March 13th; however, people tend to be procrastinators so I would **ONLY** give them a week to get their sales to you. This way, once you hit the \$1800 goal the last two weeks of February, you can select 24 other ladies, do it the **FIRST** two weeks in March (by the 13th) to have additional funds to move your status up to Ruby, Diamond or even Emerald!

24 orders @ \$75 each gives you \$1800 and **YOU ARE A STAR CONSULTANT!** Make your list and start dialing for dollars

We will celebrate you as a STAR in one week! For those of you with a larger client list, you can do 24 people x \$75 for next 4 weeks ... WOW! You can also mail the LOOK book or beauty book (whatever you have) to those clients who work in an office to take orders there! Many companies **ONLY** work through catalog sales and you can do BOTH! Be sure they get you the name/home/work/cell numbers of those they are taking extra **OUTSIDE ORDERS FROM**. This way you can call and make the deliveries personally in the office, meet **ALL THOSE NEW LEADS AND BOOK THEM FOR MAKEOVERS**. New clients ... YEAH!

## 6 Day Star Plan

Here's the 6 Day STAR Plan

DAY 1: 20 Lipsticks - call 10 people; ask them to buy 2 = \$260

DAY 2: 15 Satin Hands - \$30 each = \$450

DAY 3: 10 Men's Colognes \$25-\$38 each = \$250-\$380

DAY 4: 10 Women's Fragrances \$17-\$50 each = \$170-\$500

DAY 5: 6 Basic Skin Care Sets - \$54 each = \$324

DAY 6: 7 Spa Sets - \$50 Each = \$350

Total Sales.....\$1800 - \$2264

You're a STAR CONSULTANT!!!!!!!!!!

Why not become one this week!

Don't forget to let them know you're Santa's Helper; have a wish list in front of you for their holiday 'gifting' needs....and book those Holiday Stop & Shops too!

Here is a STAR Certificate Idea too! [Star Coupons 2](#)

Sell 18 of them at \$100 (they get \$125 to use)

Sell 36 of them at \$50 (they get \$55 to use)

Just update the certificate by hand to change to the \$50 if needed.

You can do be a STAR!