

**This e-mail comes to me from a forward, I am not sure of the original author of this message.**

If you think it is not important to start the new year off as a Star Consultant, think again. It is the single most important thing you can do for your business! "Be A Star!"

Years ago I remember reading a book where the 35 most successful people in the world shared 10 things they did that helped make them successful. I read what they said and there was only one thing that they all had on their list, only one thing that every single one of them had written down the same. And that one thing was each of them 'Made a list of the 6 most important things to do each day.' From that moment on I decided that was one thing I would do without fail and look at the credibility of that one thing.

On every Director's and National Sales Director's list, is the basic success plan - The yellow brick road to follow to be successful - and that is to be a Star Consultant. Some years back I realized that a very strange thing was happening. Some of my consultants at the beginning of the quarter were actually planning not to be a Star that quarter, instead of asking, how many faces do I need to do to complete my goal. They were actually planning on being successful. The most important reason to be a star is the creditability in your mind that this product sells which makes it so easy to recruit. Also, your recruits need to be Star Consultants so they can make money and have people to sharing their opportunity with.

When Benjamin Franklin wanted to introduce street lighting to the people of colonial Philadelphia, he did not lobby politicians, he did not publish editorials, he did not argue with those who disagreed with him. Instead, he simply hung a brilliant lantern on a long bracket in front of his own house.

Every evening, as dusk approached, he faithfully lit the wick. People out in the dark night could see Franklin's streetlight from blocks away and very grateful to walk in its friendly glow.

Soon Franklin's neighbors started putting lanterns on brackets in front of their homes, and it wasn't long before the entire city was illuminated each night with street lamps.

This is the way Jesus has influenced humankind, by example, by showing us what to do and how to do it. By letting His own light shine, He not only lighted the way for us but gave us the idea that we, too, have lights that should be shining. ~This is what is meant by the speed of the leader.... you set the example, lead by example, lead by example, lead by example! It is the key to becoming influential in the business and being able to build a team.

You will be winning prizes, prizes you can put in your living room, things you can wear, things for the family. You will be getting the recognition so you can build creditability. And you will be consistently selling your products showing the profits to be made in Mary Kay.

Use The Success Sheet attached, work out a plan of action of how many faces it will take to reach your goal then cut out the picture of the prize of your choice from the Quarterly Prize Brochure and put it on your goal poster where you can see it every day. You do deserve the benefits of this unbelievable career. Plan your success for you and your family today.

my quarterly star consultant  
**success** sheet  
 June 16 – Sept. 15, 2008

My goals this quarter: Wholesale Section 1 Orders + Contest-Qualified New Personal Team Members\* = Total Quarterly Contest Credit

\_\_\_\_\_ X 600 = \_\_\_\_\_

The prize I'll earn this quarter: \_\_\_\_\_

**my plan of action**

Number of bookings \_\_\_\_\_ customers/wk. \_\_\_\_\_ sales/wk. \_\_\_\_\_ orders each month \_\_\_\_\_

RETAIL WHOLESALE Section 1

I'll enter my goals on the right. Then track my achievements each week and each quarter below.

Week	Retail Sales	Wholesale Orders <sup>†</sup>	Qualified Personal Team Members*	Contest Credits <sup>†</sup>
1				
2				
3				
4				
5				
6				
7				
8				
9				
10				
11				
12				
13				
<b>Totals:</b>		\$	+	=

starweekchart

I'll be an all-star!

**Star Consultant Yearlong Consistency Challenge**

Year-End Goal: \$7,200 wholesale plus team-building credits (Please check box.)

\$7,200  9,600  12,000  14,400  19,200

Sapphire Ruby Diamond Emerald Pearl

New Team Members\* / Orders

1 \_\_\_\_\_ / \_\_\_\_\_

2 \_\_\_\_\_ / \_\_\_\_\_

3 \_\_\_\_\_ / \_\_\_\_\_

4 \_\_\_\_\_ / \_\_\_\_\_

5 \_\_\_\_\_ / \_\_\_\_\_

6 \_\_\_\_\_ / \_\_\_\_\_

7 \_\_\_\_\_ / \_\_\_\_\_

Achievement Category	2008 - 2009 Quarters				Year-End Total
	1	2	3	4	
Contest Credits					
Star Earned					

\*A qualified new personal team member is one whose Independent Beauty Consultant Agreement and a minimum of \$600 in wholesale Section 1 orders are postmarked and accepted by the Company within the contest quarter.

<sup>†</sup>A minimum of \$1800 in wholesale Section 1 orders is required to participate in the quarterly Star Consultant program and to earn contest credits.

# BE THE STAR THAT YOU ARE

## Reasons To Become A Star Consultant!

- 1. It's A Good Business Decision:** The best reason to be a Star Consultant is because it is a good business decision. When you have enough product on your shelf to provide a Roll Up for every guest at your skin care class you will sell more Roll Ups!
- 2. It builds Self-Confidence:** As the president of your company, you have started your business smart, you have chosen to have products to sell from the beginning, giving you confidence in yourself. By keeping your shelves stocked you always have product availability. This gives your customers confidence in you as a professional, not an order taker when they can take their products home with them. This gives you a selling edge!
- 3. Credit and credibility:** Inventory is proof of your investment in your career. If you need a loan to finance your initial inventory, you can establish credit in your own name and the interest becomes a business expense. It is possible for the revenue you make from one skin care class to more than cover the monthly loan payment. Avoid unnecessary interest expenses, by paying off any loans or credit charges a top priority.
- 4. It Show You are Committed:** Having a Star Consultant order on your shelf helps to make you committed. This becomes a business instead of a hobby. Remember, when you treat it like a business it will pay you like a business, if you treat your business like a hobby it will pay you like a hobby!
- 5. Recognition:** This is strictly a right brain reason to be a Star Consultant, but it is the most fun reason. When you are a STAR you get recognized at every sales meeting by sitting up front. This is important for you, but more important for your recruits and prospective recruits, because it gives you credibility. Star Consultants also get special recognition at Seminar, and become celebrities by climbing the ladder of success.
- 6. It makes you a Winner:** You win your ladder pin with an PEARL, EMERALD, DIAMOND, RUBY OR SAPPHIRE STAR. This is important because it shows the world and yourself that you are a winner. It is your visual symbol of your success. You also win the prize of your choice which gives you tangible evidence of your commitment to your career. People want to do business with a winner, and it makes you personally feel GREAT!
- 7. It Shows Success:** Success attracts success. You will attract other sharp women who want to be successful. When you work your business smart by being a Star Consultant it gives you the believability that your recruits can do it also. You will realize how it builds self-confidence and that it is the best advantage your new recruits can give their business.

Be The Star  
That You Are!



