

## **21 Ways to Finish your Star**

\$1800 in wholesale orders = Sapphire Star

\$2400 in wholesale orders = Ruby Star

\$3000 in wholesale orders = Diamond Star

\$3600 in wholesale orders = Emerald Star

**\$4800 in wholesale orders = Pearls Star**

*Plus, one new qualified team member will increase your Star level by \$600!*

*Step One! Decide to make this happen for you!*

*Step Two! Get on your running shoes and GO!*

*Step Three! Enjoy your journey of achievement!!!*

1. Contact current month birthdays and offer birthday makeovers and a 15% birthday discount on all items purchased.
2. Contact customers who work outside the home to do a "\$100 Sales Bag Challenge". Give her product valued at \$100 and see if she can sell it. Offer each customer who completes the challenge a set of designer brushes or the travel roll-out bag.
3. Call husbands and offer your gift buying service for the holidays. You'll be surprised at how many take you up on the offer.
4. Book selling appointments: Basic first and second appointments, but also Pajama Parties, Mother and Daughter Parties, Eyes Cream Socials, Spa Parties, Trash-it Nights (that is where they bring non Mary Kay items, trash them and get like Mary Kay products at a discount), Gift Shows, Lip Parties, Trading Faces Parties.
5. Have a \$1000 Day Challenge. (It's attached)
6. Call customers and introduce a skin supplement she would enjoy and benefit from. Give her a discount if she buys it right then.
7. Challenge a son, daughter or husband to sell \$100. Give them an exciting prize as a reward if they do the challenge.
8. Contact your preferred customers and set up "personal service appointment". We always sell more when people get to try before they buy.
9. Deliver reorders and up-sell by bringing other tempting beauty products to try and buy on the spot. This is where inventory comes in handy!
10. Hold a phone lottery (call or text as many customers you can in an hour, get their orders and tell them that one of the orders you get in that hour will be free).
11. Demo the Microderabrasion or Satin Hands Set on people and offer it for \$5 off if they buy it on the spot.
12. Contact customers for seasonal reprogramming, especially if you live in a place where the weather varies dramatically.
13. Offer your gift buying service to women you know. They may want to come by or have you come by for a personal shopping appointment. It saves them loads of time and running around.

14. Hand out samples and follow up on them for feedback. Give them a discount if they want to purchase the product they surveyed as a thank you for doing the survey, and of course, book them for an appointment to try other and give their opinion on other Mary Kay products..
15. Call 10 customers who you have not yet met with for their check up facial, and offer them your free service and an opportunity to meet with you.
16. Book guests for your weekly meeting to be a model. Offer them a gift or an item at half price.
17. Do the Adopt a Grandparent Program at a government run facility. See details on the [unitnet.com](http://unitnet.com) site or dial 641-715-3900 (ext. 94961#)
18. Sell gift baskets from the trunk of your car. Go where ever men work. They won't mind. In fact, they will love the service.
19. Do a neighborhood survey. Neighbors are great customers; they are close by and easy to connect with for deliveries and appointments.
20. Do the Facebook Challenge. I sent you that last week. Check your email.
21. Have your customers do the virtual makeover on your Mary Kay website.