

30 Day Plan to STAR!!

The following list is many ways to complete your Star in 30 days or less.

1. Save the nation with foundation! Call all of your customers and allow them to try the new primer and foundation. They will thank you for saving their face! (10-\$300)
2. Complete a \$1000 Day Challenge. (\$300-\$1000 in sales)
3. 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)
4. Talk to men everywhere!!! Valentines Day is coming...save them from the "doghouse". Call your clients husbands and let them know you can make them look like Don Juan with your gift giving service. (3 sales-\$100)
5. Book 5 and hold 5 new selling appointments (parties or a group of facials). (\$300)
6. Contact monthly birthdays and offer a birthday makeover. Offer 15% off their purchase if they share it with a friend. (3 faces-\$100)
7. Call customers for any upcoming birthday, wedding and/or holiday gifts. (5 customers -\$100)
8. 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)
9. Challenge a son, daughter, spouse or any other relative to sell \$100. (\$100)
10. Contact Preferred Customers and set up 10 personal service appointments to update their look. (10 appointments - \$300)
11. Deliver reorders and up sell by selling at least one additional item per customer. (15 customer upsells - \$100)
12. 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)
13. Demo the Satin Hands on 5 people a day. (\$100)
14. Contact Customers for seasonal reprogramming, sun care, and skin supplement needs. (3 sales - \$100)
15. Book and hold 2 Spa Parties. (\$300)
16. Offer gift buying ideas for brides, baby showers, get well, grads, etc. (Sell 5 gifts - \$100)
17. Hand out ten product samples in a day and call prospects for feedback and orders. (book 2 and sell \$100)
18. Call 10 customers who have not had a recheck facial – hold 3. (\$100)
19. Book 2 guests for meeting to be your model and offer her one glamour item ½ off when she purchases \$30 (3 models - \$100)
20. Call customers about perfumes and colognes. (sell 4 - \$100)
21. Call customers and offer them gift basket service for the holidays. Valentines, Easter basket, summer basket, etc. (2 baskets - \$100)

Total sales from these ideas equal approximately \$3800.00 which equals STAR!!!