

5-10-15-20 HAPPY BIRTHDAY!!!

The benefits and instructions for 20/20 in MAY

As taught by Executive National Sales Director Gloria Mayfield Banks

Benefits:

\$6000.00 Retail Sales / \$3000.00 PROFIT!

60 Great New Customers/ 30 new Skin Care Customers

Develop a SUPER SHARP Presentation

Have 20/30 bookings for June

Learn to overcome obstacles

Feel Powerful in your business

300 plus referrals

Learn time management

Increase FOCUS

Create Momentum

Definitely build foundation to a GOLD MEDAL

Understand the power of goals

Learn many skills in 30 days

Learn the art of interviewing

Pay off debt

Increase savings

Learn the art of asking

Your inventory will be well stocked

Your family will understand and believe this is a business

You will have confidence

You will become a master story teller

YOU WILL BE ON YOUR WAY TO A DIAMOND BUMBLE BEE!

20 Things you must do to make this happen!

1) Clear your schedule

2) Make your goal tangible: What will I do with the money

3) Watch the Skin Care Class DVD 5 times

4) Decide a CLEAR GOAL (Number of classes)

5) Create your circle of influence

6) Write down and memorize YOUR booking script

7) Set up the products sets you have

8) You will learn when you make sure you have 2 bookings EVERY DAY!

9) Make sure your IMAGE IS TIGHT!

10) Learn and memorize a POWERFUL opening to your skin care class

11) Kill to have 10 classes on your books with in TWO DAYS

12) Learn the art of pre-profiling

13) Write a thank you note as soon as your book someone

14) Book people for advanced glamour

15) Listen to positive cd.s and tapes/ no radio

16) Warm Chatter scary women

17) Design your hostess program and stick to it for ALL

18) Watch someone else do a skin care class who is GREAT at it

19) FLIP, FLIP, FLIP! Flip the SCC Flip Chart and FLIP the recruiting notebook

20) Understand The Power Of "NO" When Someone asks you to volunteer.

Use 6 most important things EVERYDAY!!

