

## 18 Ways to Finish Your Star

1. Contact Monthly Birthdays and offer a birthday makeover. Offer 15% off their purchases if they share it with a friend. Call significant others of these people and offer gift service. (Do 3 faces = \$100)
2. Contact six customers who work outside the home to do a \$100 bag challenge. Offer each who completes the challenge the New Hostess Tote (1-\$100)
3. Begin showing the new Fall Color Collections, sell to customers and take advance orders for gift sets. (3 x \$35 = \$105)
4. Book 8 and hold 5 new selling appointments. This is your Perfect Start. (\$500)
5. Have a \$1000 Day Challenge and offer 15% off to all existing customers. Set the date, tell customers about your goal, ask for referrals. (\$300-\$1000)
6. Do one Trunk Show, Collection Preview, Beauty Bash. (10 present -\$300)
7. Contact Basic Skin Care customers and introduce one other product line offer. You can give 15% discount for the microdermabrasion. (3 micro sets = \$165)
8. Challenge a son, daughter, spouse, or any other relative to sell \$100. Give your loved one the profit off the order. They will be up selling.
9. Contact Preferred Customers and set up 10 personal service appointments. Show the new lipsticks, fall colors, etc. (10 customers x \$25 = \$250)
10. Deliver Reorders and up sell, add at least one additional item per customer. (10 x \$10 = \$100)
11. Hold a phone lottery (call as many customers as you can in an hour and tell your customers one will receive their order free) (20 customers=\$200)
12. Do a Spa Class at someone office right after work. Use 3-in-1 Bar on one arm, follow with Visibly Fit Lotion on both arms, show pictures of legs from website, Satin Hands on Hands, Pass and Smell Private Spa products. (\$100+)
13. Contact customers for seasonal reprogramming, sun care and skin supplement needs. It is football season, talk to mother about Sun Essentials products for football games, children in sun at recess. Mothers with children just beginning pre-school, Mother's morning out would be good candidates for this. (3 sales=\$100).
14. Pass out blank note cards at facials for Just Because/Friendship Referrals. (3 referrals x \$35 = \$105)
15. Offer gift buying ideas for brides, Baby Showers, Get Well and Grandparents Day, etc. (Sell 5 gifts=\$100)
16. Hand out ten Product samples in a day and call prospects for feedback and orders. (Book 2 and Sell \$100)
17. Call 10 customers who have not had a recheck facial-hold 3. (\$100)
18. Book 2 guests for meeting to be your model and offer her one color item 1/2 off when she purchases \$30. (3 models=\$100)

There it is...When you implement these 18 suggestions, you will have sold a Star order and have a profit!!!!