



## Could you use \$25,000 in the next 6 months?

- ❑ Talk to 5 people a day
- ❑ Book 1 class a day
- ❑ Sell to 5 people at least \$10 each
- ❑ Call 5 customers and sell at least \$20 in reorders to each
- ❑ Interview 1 person a day

If you do these **CONSISTENTLY 5 days a week, here are the numbers:**

- ❑ Talk to 25 people per week/100 people per month
- ❑ Book 5 classes a week/20 classes per month (about 60% will hold so 12 out of 20; average 3 classes per week with sales per class of \$150; that's \$450 a week from class sales or \$1,800 a month in class sales)
- ❑ \$250 in new sales per week or \$1,000 a month  
\$500 a week in reorders or \$2,000 a month
- ❑ Interview 5 people per week/20 people per month (recruit 5 of 20)

Per month:

\$1,800 classes

\$1,000 misc. sales

\$2,000 reorders

\$4,800 in one month of which you get half (\$2,400 your profit; the rest went for inventory)

## Rewards and Recognition for Working Your Business

1. Order \$2,400 per month from the company for 6 months is \$14,400 (**Queens Court of Sales is \$16,000** you are almost winning a diamond ring). You are a Ruby Star Consultant monthly, so you finish Emerald Star AND THEN SOME (get prizes from the company and Arena seating for SEMINAR).
2. Recruiting 5/month is a Gold Medal recognition in Applause Magazine
3. For a Grand Am it takes 12 active (placed an order within 3 months) team members and \$16,000 wholesale production in a maximum of 4 months.
4. For Director, it takes \$16,000 wholesale production and 30 active (placed an order within 3 months) team members in a maximum of 4 months but do it faster!!! Slow is hard fast is easy!



## Where does the rest come from?

Well, if you are working like this, the other \$11,000 comes from commissions and bonuses from your team member's orders. By the way, you've won a car (or cash equivalent of \$361 per month) ... AND ... you've become a Director (5 new team members for 6 months = 30).

## Could you get excited about this?

Directorship may not be your goal. Winning a car may not be your goal. But think what COULD happen if you did A FRACTION of this. You probably could use some extra cash. If you are serious about making some extra money, how do you plan on doing this?



## How to Talk to 5 People A Day

The answer is cotton balls. Yes, cotton balls. This is so easy! I don't know about you, but I can be a little afraid to offer someone my business card, but here is a NON-THREATENING, public service way to do just that.

Take a cotton ball, wrap it in a 4" square of pink tulle, tie it with a ribbon, spray it with perfume (a Mary Kay fragrance in case there is any doubt I'm using journey because we are on a journey!!!),

Put it in a ziplock bag to hold the fragrance (you've made a little potpourri sachet) then staple this to your business card to which you have affixed a label on the back that says, "The Mary Kay Ash Charitable Foundation hopes this sachet will remind you to do your monthly self breast exam."

If you hand out 10 of these a day, about half of the people will talk to you, and of those 5, 1 will book an appointment.

## How do you approach them?

Say "The MKACF supports research for women's cancers and the company has asked me to hand out 10 of these today. May I give you one?" Ask them to keep it in their lingerie drawer as a reminder to do the exam. If she says ANYTHING, say, "the company has also asked me to give out \$5 or \$10 gift certificates which would you like to have?"

\$5 for a facial, \$10 for a skin care class MUST BOOK ON THE SPOT AND COUPON EXPIRES IN 2 WEEKS!





## Inspiration of the Heart to give you a great start

I am starting this today! I love to book! I book everywhere I go! Everybody wants to book with me! My datebook is ALWAYS full!

At this workshop were many amazing women, but one stood out. Her name is Kimberly Roop. She is 26 years old, married with two small children. She became a consultant Summer of 1999. She debuted as a Director December 1999, and earned her Cadillac her first 6 months. Today, her Unit is on-target for \$1 million in production, she is an Executive Senior Sales Director (9 or 10 offspring Directors), and will probably be the youngest National Sales Director and the first one to do it this fast. If she can build this business with a husband and two small children, what is holding me back? What is holding you back? You can do this!

Here is my goal and how you can help. I'm not asking, nor do I EXPECT, you to do anything, but I've found that people want to help you reach your goals IF they know what your goals are! It is my goal to lead a team of incredible women. I want to offer this opportunity to as many people as I can. I want to see women back home with her kids instead of in corporate America working hard for someone else. Work smart for yourself and the betterment of your family. The byproduct of that is winning cars and becoming a Director along the way.



**Teamwork Makes the Dream Work!**  
**Together Everyone Achieves More**

**Bee all that you can Bee!**

*The Creator said, "It's Me ... not them,  
That said you can fly ... and where and when.*

*You can do it, just don't ask how!"*

*So the Bumble Bee flew,  
and the world said,*

**"WOW!"**