

## **10 Show Week (30 faces in 1 week)**

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Want to jumpstart your businesses consultants and directors?

Commit one week a month to PERSONAL BUSINESS!!

This challenge will help you build confidence, customers, CASH, and NEW TEAM MEMBERS.

I'm going to teach you how!!!

For example:

3 people-1 party

6 people-2 parties

12 people-4 parties

10 steps on how you will do it!

1. Decide that you're going to take this challenge!!
2. Tell everyone, so you don't chicken out...!
  - Your Spouse
  - Your Mother/Father
  - Your Children
  - Your Senior Sales Director
  - Your NSD
3. What Week will you do it? COMMIT!!  
Pick a week in September, ex. 9/9-18
4. Be specific with yourself and your hostess.

5. Make a list of 20-30 people you will call to book this project with (customers who have never held a party, networking leads, referrals, church friends, neighbors, your kid's friend's moms, etc...
  
6. Give away \$50 Retail or \$100 Retail to the hostess.  
If the hostess has her and two friends over age 18 who have not tried the product she gets \$50.00. If the hostess has her and 5 friends over age 18 she will get \$100.00.  
You have to give to receive!  
You can use whatever hostess program you want but this works. You can also decide to give her the company's hostess gift just for hosting a party.
  
7. Script to book: CHIT CHAT IF NEED BE FIRST!!  
"Hello Mary, do you have quick minute? Well, I am doing a project for my company, Mary Kay Inc. during the week of Sept.9-18 and I need your help. I have to hold 10 skin care parties in 1 week. I have to get woman's opinions on our current skin care products and NEW color cosmetics. There is no obligation to purchase anything; I just need your help. So you have two options (1) is you have a party with two girlfriends over age 18 one of the days during the week I'm doing the project and you will earn \$50 in Free Products or (2) you and five girlfriends or more get together that week and you will earn \$100 in Free Products. So Mary how much would you like to earn; \$50 or \$100? \_\_\_\_\_ (her choice) Great!!! Let's get your skin care party scheduled the week of my project!"

8. Coaching is important! Right after you book any party for that week send your hostess a reminder with all the necessary information; date, location, time and a thank you note with a NEW look book so she can start shopping for her \$50.00 or \$100.00. You need to follow-up to get her guest list so you can send invitations on her behalf to her guests!!  
COACHING IS KEY TO THESE APPOINTMENTS ALL HOLDING IN 1 WEEK!

9. Be prepared! Make the necessary plans for a babysitter etc. Make sure that all the skin care class supplies are clean and stocked. Have a Miracle Set for each guest! Your goal is to not only see 30 faces in 1 week but to sell 30 miracle sets and more. Are you well stocked?  
Make sure dinners are lined up for your family (dreamdinners.com,etc...)  
This is a BIG week you have to be prepared!

10. Have MK marketing packet for every guest you facial.

Be prepared!!

Marketing packet would include:

Facts and figures sheet in color

Agreement

Car pictures in color

Starter kit flier in color

Marketing cd or dvd

Your business card

This challenge will help you build customers, confidence and team members quickly!

“The pain of discipline is easier than the pain of regret. Discipline yourself today so tomorrow you have no regrets.”

Love & Respect,

Dacia

