

One woman can & THAT WOMAN IS YOU!

Here is how you get to Star! The star quarter is 12 weeks.

Less time than
a Part Time Job

Sapphire Star
\$1,800 wholesale

Sell \$300/week

Hold 1 party
a week (2-3 hours)
Or sell 19 items/week

Ruby Star

\$2,400 wholesale

Sell \$400/week

Hold 2 parties
a week (4-5 hours)
Or sell 25 items/week

Diamond Star
\$3,000 wholesale

Sell \$500/week

Hold 3 parties
a week (7 hours)
Or sell 31 items/week

Emerald Star
\$3,600 wholesale

Sell \$600/week

Hold 4 parties
a week (8-10 hours)
Or sell 38 items/week

Pearl Star

\$2,400 wholesale

Sell \$800/week

Hold 5 parties
a week (9-10 hours)
Or sell 50 items/week

Plus earn 600 extra points for each time
you add a qualified new team member.

TRACKING!! Print two tracking sheets for the current quarter (available at www.MKVirtualOffice.com/blog). Put one in your Focus Folder or Brain Book and one on your office wall or fridge. Then TRACK!! Plus write your weekly goal on a piece of paper and put it in a visible place (fridge or wall) and then count down as you sell product. If your goal is to be an Emerald Star and you plan to have \$600 weeks, write "\$600" at the top of the paper and then when you sell \$425 at your party, subtract that and keep a running total. It keeps it visible to not just you, but your family members!!

PRIZE & PROFIT!! Have you chosen your prize? Visit intouch to pick your prize and print out a picture of it (prize poster available with MKVO tracking). And what will you do with your profit? You are more likely to reach that goal if you have a specific thing in mind that you plan to do with the money you make. And that is especially true if it is a family goal.

SHARE IT!! Are you talking about your goal at your parties and facials? When you show a picture of the prize to your customers, it enrolls them in the goal, too, and they know that their purchases help you succeed! Thank your customers by saying, "Your purchase today helped me toward my goal this quarter and earning special recognition! And you have helped support a woman who is in business for herself!"

- ★ You have product on your shelf for your customers!
- ★ You earn recognition at meetings and in your unit's recognition (newsletter, emails, online etc)
- ★ You can order the newest products WHEN they come out!
- ★ You are offering THE best customer service to your customers!
- ★ You earn a fabulous prize from Mary Kay and add a Star quarterly to your ladder pin!
- ★ Your name goes at the top of the list when someone goes to www.marykay.com to look for a consultant in her area. A potential customer does not want to call and hear, "I'll have to order that."
- ★ You will feel soooo good to be a Star!!

