

5 Day Blitz

	BOOKING ATTEMPTS	SELLING ATTEMPTS	TEAM BUILDING ATTEMPTS
DAY 1 Book Sell Team	♥ ♥ ♥ ♥ ♥ ♥ ♥ ♥ ♥ ♥ ♥ ♥ ♥ ♥ ♥	Skype or Web Party Bookings	\$1000 Day ecard 3 way Call with Director
DAY 2 Book Sell Team	♥ ♥ ♥ ♥ ♥ ♥ ♥ ♥ ♥ ♥ ♥ ♥ ♥ ♥ ♥	Waterless Pedicure Party	Mascara Bundle Guest to Meeting
DAY 3 Book Sell Team	♥ ♥ ♥ ♥ ♥ ♥ ♥ ♥ ♥ ♥ ♥ ♥ ♥ ♥ ♥	Text Booking Referrals	Product on Trial/Men Foundation Primer Pearl Party with \$100 Clients
DAY 4 Book Sell Team	♥ ♥ ♥ ♥ ♥ ♥ ♥ ♥ ♥ ♥ ♥ ♥ ♥ ♥ ♥	www.surveymonkey.com Get 5 friends to forward	\$100 Bags to Customers Or Have customer sell 5 of her favorite item to get hers free Go through recruiting notebook and 6 avenues
DAY 5 Book Sell Team	♥ ♥ ♥ ♥ ♥ ♥ ♥ ♥ ♥ ♥ ♥ ♥ ♥ ♥ ♥	Hand out Goody Bags	Loaded Look Book Or Home Spa Sample Watch Lisa Madson video web.me.com/dmadson1 Or Listen to a Group Marketing

Contact Person/Place	Honoring Working Women
	Restaurants
	Day Care
	MOPS or Moms Groups Pampering Morning
	Apartment Building - Move it Specials
	Booths or Fairs
	Clothing Stores
	Hair or Nail Salons
	Ball Fields
	Office Buildings
	Facebook (See Applause Kali Brigham article)

To Get Ready for \$2000 in Sales, 10 New Bookings and lots new Team Members:

1. Decide what you want to do with your Mary Kay Profit and put pictures all over your house
2. Then determine how much you need to sell to make that goal happen THIS month. The amount you need for goal and multiply by 2.5
3. Highlight Datebook with Online and In Person Parties, Facial and Team Building Appointments. Also put in phone and prep time. This is a great time to get some help in your office.
4. Decide when you are doing your \$1000 Day and send out ecard right away and the day Before and schedule some pop in appointments to take your products on the road. If you are scheduling people to come to your house for an Open House, set up 15 minute time slots, not a come and go.
5. Make a contact list and write out which offer you will be talking about to her, 2-3 options will get more positive response.

Sample Phone Script:

(pick out the 3 options that would appeal to her and fill in with one option for each category booking, Selling and team building)

Hey ____, Could you get excited about some free Mary Kay Products!?! I am picking all of my favorite people to call today and you are top on the list! Do you have a quick second? I am in a contest from my National Sales Director to have a \$1000 week and find out what 100 women are using for skin care! I am picking my sharpest people to be on this test panel and I picked you because _____!

All you would need to do this week is to get some surveys filled out through email, or pick a favorite product for you or some friends to try for a week or listen to our MK Story and give your opinion. You can do more than one, which sounds the most fun to you? Here's the deal... I am offering \$1 in free product for every survey completed and 15% off of any product you test market and free lipstick for listening to our MK story with my Director. Plus when I hit my \$1000 week...one person will get their order for half price!

By the way, watch your email for a \$1000 day special I will be working on next week...you will love it! ____, I so appreciate you, it is women like you who make this so much fun!



Sample Text Booking from Cheryl Richardson:

I'm Susie Mary Kay rep & she gave me ur name I'm looking for sharp women 2to b in my summer portfolio & to pamper. Wld u be able to meet Monday evening?

What if:

Put MK on 5 faces at \$50 per face	Sold	\$250	5 Hours
Held 1 waterless Pedicure Party	Sold	\$200	2 Hours
You put \$250 Product out on Trial	Sold	\$200	1 hour
You got 3 women to Sell \$100 in Bags/Books	Sold	\$300	1 hour
You held 3 Skype/Web Parties at \$200 each	Sold	\$600	6 Hours
You sold 10 Mascara Bundles @\$30	Sold	\$300	1 hour
Had 3 Guest to meeting	Sold	\$150	2 Hours
Phone Time and Prep			2 Hours

Depending on your personal results , this could be \$2000 in sales before your \$1000 Day and Team Building Commission, plus look at all of the new leads you will generate and be able to run through the SMILE process...the possibilities are endless for those who make and plan and implement it with a positive expectancy!