

3 GREAT IDEAS FOR A \$1,000 DAY!

THE "DIRECTOR CHALLENGE"

Use the following script in your email or phone call to your existing client

- Hi _____, How are you? This is _____, your Mary Kay Beauty Consultant
- Joan, I need your help!
- My Sales Director just challenged me to a \$1,000 Mary Kay day!
- You'll receive a special gift, and your name gets entered into a bonus gift contest for every \$10 spent. Here's how it works:
 - \$50 in product equals five entries
 - \$100 in product equals ten entries
 - \$200 in product equals twenty entries, and so on!
- When I reach my \$1,000 goal, ONE lucky customer will get a special bonus gift AND their order at **half price**! Pretty cool, huh?

LASH AND BROW SERUM CHALLENGE

Use the following script in your email or phone call to your existing client

- Hi _____, How are you? This is _____, your Mary Kay Beauty Consultant
- Joan, I need your help!
- I'm running a Lash and Brow Serum Challenge
- How it works is:
 - If you sell three Lash and Brow Serums, you get yours for **half-price**!
- Are you in!?

ZOOM PARTY CHALLENGE

Ask ten of your customers to host a web party on a weekend afternoon. Let them know they receive hostess credit.

They can invite guests from all over the country to visit your website at the selected time for shopping.

The average Zoom party is \$100