

Sales Ideas to Finish the quarter as a Star Consultant!

First Step....Decide to make this happen for you and your business, do whatever it takes – no matter what!
Find a way, make a way!

Second Step....Get your “tennis” on and GO to work! Third Step.....Enjoy your journey of achievement!

1. contact your customers that have birthdays and wedding anniversaries this month! Offer them a Birthday /Anniversary Makeover in honor of their special day! Offer them 10% off their order, 20% if they have a friend join her, and 50% off if she has 3 or more ladies join her! (\$300)
2. Contact six customers who work outside the home and ask them to take a basket of \$100 of products to work and sell all of them! Offer each who completes the challenge a Brush Set or Travel Roll-Up Bag for free! (each basket \$100)
3. Call husbands whos wives have anniversaries this month and offer to make a basket of products for her and deliver it wrapped to his work and make him a hero! Check her prior wish lists for ideas! Ask his price range \$50, \$75, \$100 etc? (3 husband gift buying services \$100-\$300)
4. Book and hold 5 new selling appointments (\$30-\$200 a face)
5. Have a \$1,000 day challenge and offer 15% off to all existing customers that order and promote the gift with purchase to customers that order \$40+ (\$300-\$1,000)
6. Call customers for gift giving services, offer free shipping, delivery, wrapping, etc. Holidays: valentines day, mothers day, fathers day, anniversaries, birthday, wedding and bridal shower gifts, Christmas etc depending on the time of year. (5 baskets = \$100-\$300)
7. Contact Basic skin care customers (cleanser/moisturizer only) and introduce the day/night solution, offer buy 1 get one 50% off! (\$45 for each new day/night customer, remember to ask about reorders on the other products!)
8. Challenge a son, daughter, spouse , or any other relative to sell \$100 for you.
9. Contact Preferred Customers and set up 10 personal check up from the neck up and create a new glamour look for them for the holiday.
10. Deliver reorders and up-sell by at least 1 additional item per customer (15 customers =\$100-200)
11. Hold a phone lottery, call as many customers as you can in a night and let them know that one of them will receive their order free at the end of the night. For every \$20 they spend their name goes 1x into a drawing for their order free! (20 customers = \$400)
12. Demo Satin Hands on 5 people a day (\$100)
13. Contact customers for seasonal reprogramming (sun care, extra moisturizing supplements at winter etc.) 3 sales =100
14. Book and hold 2 Sensorific fragrance parties (need demo perfumes/colognes) and demonstrate satin hands and satin lips! (\$300)
15. Hand out 10 product samples in a day and call prospects for their opinion, orders, and bookings. Book 2 and sell \$100
16. Book 2 guests for your local meeting for pampering and to be your model for the new looks! Offer her any 1 item at ½ for coming as your guest! (3 models =\$100-\$300)
17. Hold a Pre-Spring or Christmas open house and start doing spring/holiday makeovers, invite all customers and treat them to a color update and new look for the season and to be featured in your portfolio (\$400)
18. Have a sale-a-thon, buy 2 get 1 free of the foundations, concealers, powders, eye liners, lipsticks, lip gloss, etc.
19. Have a few customers, friends, customers host a “on-line” party or “book/catalog” party! Offer them 10% free product for the total in sales, ex. If \$300 in sales, offer them \$30 free products of their choice.

There it its....If (I prefer “WHEN”) you implement these 18 suggestions....The key to success is your attitude and positive expectancy! you will have sold a solid Star Order and have profit!