

You can sell \$15000 in the Christmas Quarter (Oct – Dec) no problem!

When to start: 25th October - 23rd December

You can average \$2000 in sales per week if you go every day for just 2 or 3 hours.

Morning is always better than afternoon, but anytime is great if you bring your smile with you.

Rules:

I do not go back at morning tea or lunch. (I don't have time to come back, so sorry about that)

I do not leave my phone number, business cards or even a book.

All I have is my beautifully wrapped products. My perfumes to smell and a Triplicate invoice book.

One copy for them. One for delivery and one for me to keep with the ladies name and phone number of who I will be giving a facial to next year after xmas. (no loose paper work. All safe in a book)

Some interesting Statistics to help you be successful quickly! I probably took 3 years to learn this.

You will only sell to 1 in 7 so, don't feel bad if you get 13 no's in a row! KEEP GOING.. the next place you go into you could sell \$700!! It is sooooo worth it.. The sales, the people! Very exciting

So, it is a must to at least get your foot in the door..

- Be nice! Be helpful. Act confident. Don't be flirtatious.
- They will respect you if you act like a lady and respect their time as you are interrupting their work place, so be aware of how long you are taking and promise to be very quick.
- Be quick and very courteous! You are offering them a great service.. but you have to get that across pretty quickly for them to allow you in.
- If you get to show your products you are in a great position to sell them.

Be Prepared and Know your prices.

Don't give too many choices. Have limited options..

We have 4 Perfumes, allow him to smell the lids.. watch his face on which ones he liked and then describe them in colour to him.. The one you liked is Bella Belara and it comes in this Red Cylinder and it is 70 (don't say dollars)..

All I take out with me is

- 1 perfume in cylinder
- Satin Hands set in cylinder
- 1 foot set in cylinder
- Complete Forever Orchid Set including the perfume.
- Order forms (the triplicate invoice book)
- Make sure you wear your MK badges as well..

I will add on \$5 - \$7 for the packaging and just round off the amount.

Round figures are easier to remember for everyone.

You can do baskets, but cylinders have the WOW FACTOR and are easier to get and keep getting.. Great for all occasions.

Elige would be \$75

Bellara's would be \$70

Velocity would be \$70

Satin Hands would be \$75

Forever Orchid would be \$140

And the Foot spa set will be \$45

Brush Set \$80



I do not offer hand creams in coffee mugs.. I do not want to sell \$30 at a time, I want to sell \$70 and up. Otherwise it will take you a long time to make money..

Don't take out the little things.. but you can offer them at the end... as an add on or a stocking stuffer

Your Service

1. You are offering the guys out there a great service!!
2. You are helping them choose a great gift (very stressful to them)
3. You are bringing it back to their workplace already gift wrapped..
4. You are taking credit card or cash.. !!
5. Plus the lady he gives it to will be getting a complimentary facial in the new year to make sure that she likes his choice (if not, she can swap it for anything else in our range) She will also be offered the complete MK experience.
6. So FEEL PROUD! Do not act apologetic. If they want your service great. If not, move on. No big deal
7. Remember, your time is worth \$250 an hour!!!

HOW:

You have to be committed to staying out there and going to every single place of business.

Take a big gulp. Put your big girl pants on. Make sure you are wearing your Mary Kay imaginary Pink Bubble (so that no one can hurt your feelings)

Walk Tall, Walk Proud and Act, Look and Smell Beautiful!!

Pick a street: Park the car: Start at one end and just go into every business until you have come to the end of the street.. Cross the road and head back to your car.

WHAT TO SAY: DO NOT STOP TALKING UNTIL YOU FINISH YOUR SPIEL..

Hi, my name is Maree Smith from Mary Kay Cosmetics, I realise you're very busy, so I promise to take just a minute of your time and offer you an "Exclusive Range of Hand Treatments, Foot Treatments or Perfumes for Xmas. I am only taking orders today and I will bring it back gorgeously Gift wrapped just like this in 2 weeks time. Prices range from \$45 right up to whatever price you would like to spend. PLUS, as part of the present in the New Year, your wife or girlfriend or mum will receive a complimentary skin care treatment and I get to check whether she actually liked the products that you chose, and if she doesn't, she can swap them for anything in our current range! This is an exclusive offer that you will not find in a regular department store. We don't have many to choose from so, it will only take me a minute to show you..... put your basket down and start showing them... If they are not interested, they would have interrupted your spiel by now and told you.. > "thanks, but no thanks".. YOU SAY "No worries.. thank you so much for your time and you have a lovely day" and move on to the next place. If you get to show them, then you pretty much should get the sale.. **Important:** Don't keep raving on.. get to the point! Women tend to go on and on and men lose interest and you will lose the sale.. No one can make you feel terrible except you. They simply did not need your service today.

A couple more rules..

Get Bookings:

Try to see the secretaries last.. If you go in their first.. she will tell you that they wouldn't be interested.. I go to the guys at the back first and then go in and see the secretaries..

To the Secretaries.. Introduce yourself.. "At Xmas time we come around and try and see the guys who need some help with their xmas shopping but what we really do the rest of the year is show women our gorgeous range of skin care and make-up.. I didn't want you to miss out, so I thought I would pop in and just offer it to you.."

"Have you ever tried MK before?" You haven't? Awesome, let me be the one to offer it to you. I come to you or you can come to me and I will provide you with the complete Mary Kay Experience which includes,

1. Fabulous Satin Hands Treatment.
2. An Anti-Aging Skin Care Routine,
3. Microdermabrasion! (have you ever heard of it? No! Instant Black Head Remover!)
4. We then do a foundation match that is perfect for your skin type and colouring and then we
5. Do a 5 minute Makeover!

All in under 2 hours!.. Your allowed to share it, but only with 3 friends.! What do you think? Sounds Great! Ok.. Give me your daytime phone number.. (am I allowed to disturb you at work here just for a minute)? Good, then I will give you a call tomorrow and see if we can organise our schedules within the next 2 weeks, does that sound ok for you ???

Don't be surprised when you get **Sales, Bookings** AND new **Team Members** because there are lots of ladies out there who are bored at their current jobs! I got a Gold Medal in December just from Xmas selling!

WHERE:

Go to areas that are full of little businesses like: The repair shop, the tyre shop, The radiator place, Car yards just places where you will find 3 – 6 guys working there. There are so many options.. start looking and mapping in August!
Not big industrial places. Don't worry if you know someone else has been there before you, they may not have bought from them, and they might buy from you ! Nothing is bad.. You be nice, everyone will be nice.

If you want success, you must be prepared to go: RAIN HAIL OR SHINE!

And last but by no means least.....

WHAT TO WEAR:

Wear a nice summer Lightweight business suit? Or Skirt and lightweight jacket.. or a lovely summery outfit. Your Mary Kay Badges, Name Badge.. Low heels or comfortable walking shoes as you will be doing a lot of walking.

You must look professional! Yes, it's very hot (I'm from Queensland) it gets to 42 degrees here! Places can be quite dirty, You will face quite a few no's.. but IT IS WORTH IT!

Take home \$5000 or more cash to your family this xmas!!! And have a lovely holiday on YOU!

The law is: Some will, some wont, so what! Keep going and don't quit..

Map out your area. Go every single day if MK is your business. If you work full time, then concentrate on places that are open on Saturday and go for as long as you possibly can, EVERY SATURDAY.

Results:

You should sell on average \$250 an hour - so the longer you are out there the more people you will see, the more you will have a chance to sell.

You will learn everything you need to know if you just stay out there and don't quit!

Success comes to those who Persevere.

Be brave!

It's not easy..

But it is worth it!

Act confident until you become confident.

If you never go, you will never grow!

As Mary Kay says - "You can Do It"

NO EXCUSES.. NO SURRENDER.. DON'T QUIT!

Packaging supplied by www.swannagenices.com.au

They are a florist accessories wholesale supply store.
East Brisbane. 3392 4011 (yes they deliver interstate)

I couldn't find the cylinders on line.. or the ribbons.. but I assure you there have them.

Cylinders \$5 each – supplied by the dozen . Red, White, Gold, Silver

Ribbons \$1.3 ea – supplied pks x 50

Buy all other accessories at cheap shops ?