



CASH & CAR BY CHRISTMAS!

YOUR **\$10,000** GIFT TO YOU AND YOUR FAMILY

Write what you would do with \$10,000 cash:

By Sr. Director Melissa Mays

HERE ARE 7 WAYS TO HAVE \$20,000 SALES FROM NOW THROUGH CHRISTMAS!
YOU CAN HAVE A SUCCESSFUL SELLING SEASON! OUR HOLIDAY LINE IS TO DIE FOR!
ORDER TODAY SO YOU HAVE SOME TO SHOW, TELL AND SELL!

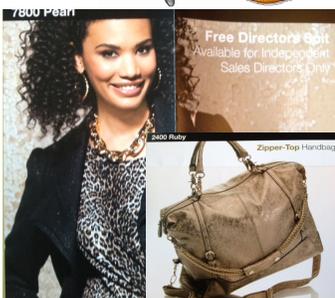
1. Have **10 Silent Hostesses each sell \$200** in orders = **\$2000!**
2. Contact **10 husbands for their wives WISH LIST at \$150** in sales each or **20 Husbands for their wives WISH LIST at \$75 each = \$1500**
3. **7 'Holiday Coffee's' or 'Mary Kay Jingle & Mingle' at \$300** in sales each.
These take no time and are quite profitable = **\$2100**
4. Hold **2 classes a week between now & Christmas with \$300** in sales = **\$8400**
(Just think if you did 3 classes per week @ \$300 = \$12,600)
5. Hold **1 Holiday Open House** (10 guests at \$70 ea = \$700 sales) or 2 Open Houses
(5 guests @ \$70 ea = \$350 in sales) = **\$700**
6. **Contact businesses. Office managers, Doctors, Realtors, anyone who you give your business to.** This could be as much in sales as you are willing to take advantage of.
Example: 9 businesses purchasing five \$40 gifts = **\$1800!!!**
7. Contact **existing customers and tell them you have their Christmas present and set up a time to deliver it personally to them.** (Hand Cream and candy + some samples.)

While you're there, show them or let them try the NEW TW Repair System.
See 30 customers and if 1/2 of them purchase it at \$199 = **\$2985**



Add **\$515** in reorders and you have a total of...

Total Sales = \$20,000 @ 50% profit = \$10,000 CASH!!!



By holding 2 classes per week and interviewing
2 per class = average of **14 NEW recruits!**
(This would also add about **\$1820 commission**
if they each only ordered once!)

That would also make you a \$9600 Pearl Star,
earning a fabulous BIG Star "Present" for yourself!



\$10,000 Christmas

10 Silent Hostesses

10 Husbands

7-10 Holiday Coffees

Businesses

Classes (Hostesses)

Open Houses (Date & total sales)

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