

\$12,000

Holiday Selling Blitz

Designed by QT Office.

NSD Bett Vernon on how to have a \$12,000 Holiday Selling Blitz!

Select 20 of your favorite hostesses or Customers and say:

Hi! This is ____ with Mary Kay and I am so excited! I have a phenomenal offer for you! How would you like to do your Holiday shopping at 50% off? I will be holding a holiday blitz at my home. All you need to do is bring 10 friends over for refreshments and check out the great gift ideas Mary Kay has this season! The times to shop are 10am, 12pm, 2pm, 4pm and 7pm. Which is best for you?

End of Script

You have 2 hostesses bring 10 people at 10:00am
2 hostesses bring 10 people at 12:00pm
2 hostesses bring 10 people at 2pm
2 hostesses bring 10 people at 4pm
2 hostesses bring 10 people at 7pm

Do this Saturday & Sunday or on two Saturdays...Make sure you do Satin Hands as they arrive! (It has been suggested that you have a teenager to help out.) Give each guest a Profile card to fill out and a Sales Ticket. Show the products and special sets, and have them fill in their tickets! It's so simple. You will meet 200 customers...The average will purchase \$40. (Two Satin Hands Sets for Mom and Mom-in-Law) $200 \times 40 = \$8,000$. Plus at least 10 will buy the Tower of Love (aka 12 Days of Christmas) for their Mom, Grandmother or Daughter. $10 \times 150 = \$1,500$. Plus you have 200 husbands to call with their wife's wish list, and at least 20 will buy the Tower of Love for their wives! $20 \times 150 = \$3,000$. So $\$8,000 + \$1,500 + \$3,000 = \$12,000$ WOW!!

Plus you'll have 200 new contacts, and your books will be full for January.

Here's the amount of time you'll spend making this idea work for you:

1 Day on the Phone Booking Hostesses.....8 hours 1 Day setting up Displays.....8 hours
2 Days holding the Event.....20 hours
2 Days preparing Orders.....16 hours
2 Days Delivering the orders.....10 hours

**So for 60 hours you'll profit \$6,250 in 60 hours which is over \$100 per hour!!!
Focus and book and have fun with this idea!!!**