



# Selling Challenge!

**Selling product is the way to STAR!**

This is a fabulous idea...  
one that could get you to STAR by tomorrow!  
*Get in on the 24x24x24 Challenge*

- Take 24 hours (or longer if you need to, only YOU are counting, but it does create urgency!)
- Call, text or email 24 people - not just current customers...  
Think of ALL acquaintances, co-workers, family members... everyone is a potential sale
- When they are the first of 24 to purchase \$24 (minimum), they earn ONE 1/2 item from you.

## Do the math:

- This 24x24x24 formula leads to at least \$576.00 in retail sales (once accomplished)
- With the additional 1/2 price items, it adds to your wholesale order
- \$576.00 means you're restocking or ordering \$288 wholesale (w/minimum purchase of \$24!!)

## Challenge Script:

### PHONE/EMAIL MESSAGE:

Hello \_\_\_\_\_

I just got a 24x24x24 challenge from my Director...my goal is to be the first in my unit to sell \$24 in product to 24 gals in 24 hours! You can check out my website at [www.marykay.com/yournamehere](http://www.marykay.com/yournamehere) & fall in love with our amazing mineral eye & cheek colors or pick something from our new Spring line.

When you purchase \$24 in product you can pick ANY other item at 1/2 off!! I know you'll LOVE our new primer & foundation and it'd be a great deal at half off or maybe you've been wanting to try our cell renewal system "Serum C" or maybe you've wanted to feel the difference yourself with our very popular Microdermabrasion....now's the time to **SAVE BIG** on these wonderful produces!!

Any of these would be great gifts for Easter, Mother's Day, Weddings & Baby Showers. Let me know what you need to keep you gorgeous!!

**BEST OF ALL...**if you share this sale with a friend, you'll get ANOTHER 1/2 price item once they pick their \$24 & a 1/2 off item!! Who do you want to get in on these great savings???. Thanks for helping me be the 1st to finish & WIN the challenge!!

### TEXT MESSAGE:

I have a special deal for a half price item from Mary Kay...simple...are you interested? First 24 to respond with a \$24 Mary Kay order earns 1 item of choice at half price"

**Happy Selling Your Way to Star!**