

# HOW BADLY DO YOU WANT TO BE A STAR THIS QUARTER?



Even if you haven't sold anything or ordered any products this quarter, you can be a Star! Sell just 18 of these Star Certificates for \$100 each and place your order! If you have ordered already, or have a goal to be a higher Star, adjust the number you'll need to sell to fit your situation or goals! Women LOVE bargains & they LOVE to help other people reach their goals! When they buy the products, we know they will love them and then be reordering them at full price! If they are not your client yet, they may still be willing to help you reach an audacious goal and become your client! JUST ASK! It's the #1 selling tip I can give you - JUST ASK!!! (Star Certificates that you can copy and use are attached)

## LOOK AT THESE NUMBERS:

Certificate Price	\$100	Sell 18	\$1,800.00	Wholesale order to be a Star!
			\$3,600.00	Retail ordered
Certificate Value	\$125	Sell 18	\$2,250.00	Retail delivered
			\$1,350.00	Retail left in stock to sell!



## ADDITIONAL DAZZLING DECEMBER SELLING IDEAS:

- *Follow up with all husbands. They are getting serious now! Talk 12 Days of Christmas.*
- *Follow up with any Wish Lists you've received/given*
- *Continue booking (help them prepare for holiday parties), Stop & Shop shows & warm chatting with your Go Tote. Give out candy canes with your business card attached. Put a sticker on the back for \$10 or \$25 free MK with their complimentary Facial Makeover by 12/31.*
- *Have gifts with you at all times! In your car, in a basket to carry with you wherever you go. Have stocking stuffers available (hand creams, foot lotions, nail enamels, etc)*

REMEMBER, JUST ASK!

Star Certificate

You're a star!  
Thanks to you I am meeting my  
goal to be a Star Consultant!



Your Star Certificate is worth \$125  
of Mary Kay products! Your cost is  
just \$100 plus tax. You may use your  
Star Certificate now, or for credit on  
future purchases. Valid with:



Issued to \_\_\_\_\_ Date Issued \_\_\_\_\_

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