BE A STAR CONSULTANT

ideas by Caterina Harris Earl

Did the quarter get away from you? Do you have a financial need that requires a quick fix? Then it's time to get on the phone with customers and friends! Make a list of everyone you know! Dress the part, write out your script, expect them to say yes, SMILE, and start dialing! You are going to love the results! Below are 2 scripts that give all the details needed for a successful outcome.

"I am so excited! I am working hard to finish a huge goal by _____, so I'm doing a fabulous contest for my customers who can help! Now, this is a HUGE discount because I REALLY want this goal, so you are not likely to see this offer again! Are you ready? You might want to grab a pen and jot this down. Here are the choices: choose any $150 in product for only $100; or choose any $75 in product for only $55; or choose any $50 in product for only $40; or a 10% discount on anything under that! Isn't that great? This kind of discount is NOT going to be coming around again any time soon! So what do you need to stay gorgeous for the next few months? Or is there something you've been wanting to try? Don't forget gifts!" As they are thinking, "Let's make a wish list and see where you're at and which level would be best for you." When I have done this, over half my customers who order will choose the $150 for $100 level! It's a great savings for them and WOW does it ever help me reach my goal quickly!

"I am so excited! I am working hard to finish a huge goal by _____, so I'm doing something really fun with my customers! I have been having a BALL scheduling 15 minute On-the-Go appointments - there are so many new things I want to show you, plus I'll bring my bargain basket! With some, I've even been doing 5 minute makeovers, trying a new eye design or lip color. PLUS just for meeting for on On-the-Go appointment, you will be entered in a drawing for a Microdermabrasion Set! Isn't that great? I'd love to see you! What's your schedule in the next day or 2 - can we connect for a quick hello?" When they say yes, "At work or at home? What do you need to stay gorgeous for the next few months? (you could even offer sale prices if you wanted). Oh, I know I'll only be there for 15 minutes, but if you have a friend or two who wants to join us, invite them along! You'll get $5 free product for each friend who buys something! Can't wait to see you!" Then make up a gorgeous basket and fill it with products, giftsets, bargain items, Look Books, and be sure to bring coaching packets and recruiting packets! The average On-the-Go appointment is $50 to $100 in sales! Do you need a quick $1000? Then get yourself in front of 20 women! Try to go to their work place whenever possible - lots more prospects!

I can guarantee that these ideas work wonderfully! And they are all true win-win situations! REMEMBER, when you deliver, you will want to work each contact FULL CIRCLE!

- Sell and upsell! Bring that gorgeous basket of EVERYTHING, not just what they ordered. Don't forget to get a wish-list from them and future delivery date!
- BOOK! Bring your coaching packets, prepared to book parties galore! They no doubt will see lots of product they want. Ask, "Mary, if I were to help you earn $100 in free product, what would you choose?" "Great! Is there any reason you wouldn't like to gather some friends for a Girls Night Out?"
- TEAM BUILD! "Mary, would you be willing to take an extra 10 minutes or so to give me your opinion of our company? As a thank you, you will get to choose a free lipstick! (or eye shadow, depends on how badly you want her!). Go through the Team Building flip chart with her and ask her opinion and interest!

YOU CAN TOTALLY DO IT!