

Step one! Order TW Volufirm sample cards!

Step two! Put 10 of them in your purse! Each day!

Step three! Talk to at least 10 women each day!

Say: "(As you know) I am with Mary Kay and we have a brand NEW skin care system on the market (PUT THE SAMPLE PACKET IN THEIR HANDS AT THIS POINT).

I need to get the opinion of 50 people this week on this product. All you need to do is take this sample home and try it for 3 days! Can you start tonight? Great! I'll call you tomorrow and ask you a couple of questions about the product."

(TAKE A NOTEBOOK WITH ONE NAME, PHONE # AND EMAIL ADDRESS ON IT, per line).

Say: "What is your name? And a number where I can reach you tomorrow? What is a good time to call? Great, I know you're probably a busy person, so may I have your email address in case I have trouble getting you at that time? Thank you so much and I can't wait to hear what you think of it."

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