

Could you get Excited about a Power Summer?

Here is the plan from NSD Pam Shaw. Following this page are the instructions and the "4 Power Days This Week" sheet! You will need to run 13 copies to start June 1!!! So, who is up for the Summer challenge? For this challenge ANY of the 5 Avenues will work. Here is a recap for everyone;

1. On The Face ~ classes and Facials
2. On The Go ~ 15-30 minute appointments,
3. Online ~ via the Web, Web classes etc
4. On Paper ~ Look book, silent hostesses
5. On With the Show ~ Collection previews, beauty escapes, etc. whatever you call them

Make a goal for your income. What would you do with your income at the end of the summer? Make it something fun or to pay off some bills! Here is a plan you might want to use! You can follow this or use what you have been using!!

WEEKLY

60% for Reorder and section 2
Break down of 40%
\$25 for company expenses, (PCP, savings for Seminar, etc.)
The rest, will be for YOU!

Example: Do \$400 in sales for the week and break down like this:
60% = \$240
EXP = \$ 25
Balance is \$135
Total \$400

Think of the possibilities After 13 Weeks of doing this:

1. \$5200 in Total Sales
2. \$3120 for reordering products including what you gave away
3. You are a DIAMOND Star Consultant!!
4. You would have saved \$325 for operating expenses (the \$25 a week)
5. You would have \$1755 for Vacation, new carpet, what ever your goal is
6. You would have done about 52 Recruiting appointments to equal 10-13 possible NEW TEAM MEMBERS!!
7. You would have probably won your CAR!!! BEEP BEEP!!
8. The possibilities are endless

This is not hard and anyone can do it no matter where they are in their business. So are you ready to have a POWERFUL SUMMER!! For those of you going to Seminar, vacation, or BOTH just accommodate for the amounts, but take samples and do "handcials" on the plane or at the hotels, pass out your cards and get their info. Don't forget tapes too!!

Who knows!!!! YOU may be building YOUR future area!!

FOUR DAYS OF POWER

When focusing on Power Days, keep in mind that the end result is to keep on track for your MONTHLY POWER START....

This is a tool to help keep you on the date book and in front of people. Use the next page to Keep track of your results!

You must complete ALL Four Requirements to count as a POWER DAY!!! Be sure to fill out your Six Most Important List to help keep you on track!

- ▶ **BOOK (at least) one new selling appointment**
- ▶ **SELL something** (focus on \$100 day)
- ▶ **MAKE (a min. of one) Strong Recruiting Attempt**
- ▶ **GET 3 NEW NAMES** - (Warm chatter, referral from the customer you sold to that day, etc.)

RECRUITING ATTEMPT GUIDELINES

- **Pass out a marketing tape** (Live, Journey, CHOICES (at WTS 800-218-7228) or *Consider the Possibilities* or *Something More* video and confirm a pick up time (work full circle) within 24-48 hours
- **Pick up the tape and go over the team building questionnaire wrapping up with, "Is there any reason why we couldn't get your starter kit ordered....?"**
- **See our website for the handout..."Team Building as Easy as 1,2,3(45!)"** for exact wording!
- Invite a guest (yes response) to your next event
- Take a guest to an event
- Sit over coffee for an interview (alone, w/ director)
- Have phone interview (alone/ 3-way)

All recruiting attempts must confirm or take to an event or end in "is there any reason why..." OR IT DOES NOT COUNT!!!!!!

You will be totally amazed at where you will be in your business by participating in this POWERFUL and FOCUSED challenge.

Go ahead, amaze yourself. One day, one focus, one face at a time.
Believing in YOU and cheering you on!!!!

"If you think you can or if you think you can't...you're right!"
"Believe it and you CAN achieve it!"
"GO GIRL!"

4 Days of Power This Week

Name: _____ Week of: _____



Date: _____

- BOOK** One New Selling Appointment
Name _____
Date of Appointment: _____
- SELL** (focus on \$100 days.) \$ _____
- RECRUIT** (Make strong recruiting attempt.)
Name: _____
Where Met: _____
Specify: ___ gave tape ___ guest ___ interview
___ other: _____
Response: _____
- GET 3 NEW NAMES**



Date: _____

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