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## **New Beauty Consultant Shares Her 'Miracle' of Success**

We love it when you share your ideas and success stories with us. And Independent National Sales Director Connie Kittson did just that when she told us the story of an Independent Beauty Consultant in her area with an amazing and creative strategy for promoting the new TimeWise® Replenishing Serum+C!

Independent Senior Consultant Mary Ann Redmond of Winder, Ga., was eight months pregnant when she signed her Independent Beauty Consultant Agreement in April. Her husband lost his job just two weeks later, which inspired Mary Ann to kick her Mary Kay business into high gear. So she came up with a great idea: Sell the Trial Size Miracle Set and Replenishing Serum+C together – both of which have a use-up rate of approximately 30 days -- to her customers as a "Miracle in a Month." The stay-at-home mom of a 3-year-old and now 4-month-old has clearly developed plenty of business savvy while managing her family.

"I call customers three days after they purchase the Miracle in a Month to see how they liked it, then call them again at the end of the month to see if they'd like to reorder Replenishing Serum+C and upgrade to the full-size Miracle Set."

Mary Ann has challenged herself to sell 30 of these "Miracles" in a month, and she's come up with a creative way to do it. Her customers take "before" photos, then -- after using both the Trial Size Miracle Set and Replenishing Serum+C faithfully for a month and checking in each week for updates -- they're treated to a free lipstick, lip gloss and "after" photos of their gorgeous new looks.

Although her husband has since found another job, Mary Ann has no plans to slow down her Mary Kay business. In fact, she says, she may have just found the perfect job. "I just had my fourth consecutive power start, and I got my red jacket last night," she says. "I have big goals, but the best part is that I'm working my business around my family. I love what I do."