

\$1,500 WEEK!!

Thanks Stephanie Bowen!!

Top Director, yes they still hold appointments!, Linda Quillin had a **\$1500 class** last week!!!!!!

I picked her brain and this is what she did and we have been taught to do...do you do it?? Maybe that's why we aren't getting the same results...we think if we change it to fit our personality or our comfort zone or whatever..then it could be better. You can't get much better than a \$1500 CLASS!!!!

She had one roll-up bag for each guest under their chairs.

She laid the new roll-up bag in the center of the table and worked from it as much as possible--using the display as her demos.

She used the Color 101 on the guests.

She had several 101 sets put together in the cute signature bag with the matching color card on the outside to show what was inside.

She used the new Beauty Book to do the class and to close the class.

She sold \$1500!!!

Make it simple and try something totally uncomfortable and new...that WORKS!!!

MAJOR POINT: YOU HAVE TO HAVE THE INVENTORY TO SELL \$1500 AT AN APPOINTMENT. CAN YOU IMAGINE WAL-MART NOT HAVING THE PRODUCTS, THAT'S WHY K-MART IS GOING UNDER!!!!

COSMETICS IS AN EMOTIONAL SALE--IF THEY HAVE TO WAIT THEY WON'T BUY IT!!! IF YOU DON'T HAVE IT IN STOCK--YOU WON'T SUGGEST IT!!!

Ideal store if you are using the new roll-up bag and holding at least one 5 person class a week---you need 8 complete bags on hand, packed and ready--you need 3 of each Color 101 Looks ready to go! You need one of each eye, cheek and lip color to display and/or use as samples!

DON'T MAJOR IN THE MINORS---HAVE AN ABUNDANT MENTALITY AND YOU WILL RECEIVE ABUNDANT SALES!!

HOLD JUST ONE GOOD CLASS EACH WEEK PLUS REORDERS AND YOU COULD BE IN THE NATIONAL COURT OF SALES NEXT YEAR-- THAT'S WHAT I DID MY FIRST YEAR ON THE COURT- min \$600/WEEK!!!!

BE ABOUT BUSINESS!! FOCUS ON MARKETING YOUR PRODUCTS AND SHARING THE CAREER AND ALL YOUR DREAMS CAN COME TRUE!! ARE YOU IN THIS JUST FOR FUN??? THEN HAVE FUN!! A \$1500 CLASS IS FUN, ASK LINDA!!! \$750 PROFIT WOULD PAY FOR A NICE HOTEL FOR A WEEKS VACATION!!! THAT'S FUN!!!