

6 Day Star Plan

Get on the phone with excitement/energy with this script EACH day for 6 days!

Script:

"Hi _____! This is _____ with MK. Do you have a really quick minute? GREAT! I'm soooo excited because I'm in a really BIG Unit contest and seeing that YOU are one of my best customers—I knew I could count on you to help me! I have a goal to sell \$1800 in just 6 days!

Tell me, is there any reason you couldn't benefit from and buy _____ (the product of the day) today? For helping me meet my goal, I'll even put a gift in your order. (let them answer)

If they say yes:

Great! I have only 6 days to complete my mission. Could I meet you to collect payment for your order today or I can take your card # over the phone! Which is best for you? Thank you! I truly appreciate you!!"

If they say no, I'm not interested, you say:

"Great! I'll send you a free gift just for giving me 5 referrals of people who would love to be put on my preferred customer list."

Outline:

DAY 1: 20 Lipsticks - call 10 people and ask them to buy 2 each = \$300

DAY 2: 15 Satin Hands @ \$34 each = \$510

DAY 3: 3 Repair Volu-Firm Sets @ \$150 each= \$450

DAY 4: 20 Lash Love Mascara @ \$15 each= \$300

DAY 5: 6 Basic Skin Care Sets @ \$44 each = \$264

DAY 6: 7 Clearproof Sets @ \$45 each = \$315

Total Sales\$2,139 Retail

The Plan:

Invest all to purchase inventory

Inventory of \$1800ws + tax+ shipping= \$2,100

You're a **S*TA*R* C*O*N*S*U*L*T*A*N*T*!**
Why not become one this Week?!?!?!?!?!?!?!?!?

6 Day Star Plan Tracking Sheet

Track what you sell! Color in a star when you sell a product for the challenge!

DAY 1: 20 Lipsticks



DAY 2: 15 Satin Hands



DAY 3: 3 Repair Volu-Firm Sets



DAY 4: 20 Lash Love Mascara



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DAY 6: 7 Clearproof Sets

