

Fill Your Datebook!

By Gloria Mayfield-Banks

Step one! Order time wise sample packets or micro dermabrasion samples

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 Cosmetics 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 try it tonight or in the morning. 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."

Step four! MOST IMPORTANT STEP!

F o l l o w U P!!!!

Use this script word for word.

"_____, this is _____ and we met yesterday. Thank you so much for taking part in our marketing survey. I appreciate you taking time out of your busy schedule to try our products and give us an honest opinion of them. I won't keep you but a second. I'd like to ask you some quick questions and I'll fill out the questionnaire for you over the phone."

1. Did you find the products enjoyable? ____YES____NO

2. What brand of skin care do you use daily?

3. Would you rate how your skin felt after you used the Mary Kay TimeWise System as . . .

____SOFT AND SMOOTH ____REFRESHING ____NO DIFFERENCE

4. How much would you expect a quality skin care system to cost?

____\$50.00 TO \$75.00 ____\$75.00 TO \$100.00 ____\$100.00 OR MORE

5. If you knew that the system you tried starts at \$54.00 and comes in a three to four month supply including the cost of foundation, would this be a system you would like to have on your shelf at home? ____YES ____NO (Micorderm a mothly supply for 55)

6. Great_____, I am currently qualifying for _____(Star Consultant Status, Car, Management) and I need to do makeovers on TEN people this week. I'd love for you to be one of my ten and since you so generously participated in my survey, you would receive the TimeWise System for \$10.00 off: That would make it only \$44.00. It would take 20-30 minutes of your time and you'll get an updated makeover with the latest colors. What would be better for you during Lunch or after Work? (book the appointment)

7. By the way, _____ because I need to do 10 faces, if you have a couple of friends to join us, you may choose a FREE lipstick. Does that sound like something you could do?

"May I put you on my Mailing List for monthly and quarterly Specials and New Product Brochures?"

***If she won't schedule a makeover, or class, ask her if she would have four people try TimeWise and take outside orders at work. Give her the same Discount for doing it.

Of course, have each person fill out a Marketing Survey..... at the appointment, if they book, when you drop off TimeWise, or if they're going to do Outside Orders. Or, over the phone immediately if they're not going to do any of the above.

The KEY is to know what to say next, if there is a "no to an appointment", then ask for outside orders, if "no", ask to be a model, if "no",ask her to fill out a Marketing Survey RIGHT NOW!

After two attempts at calling her, send her an e-mail. If she still doesn't respond, throw her number away and move on!! Don't start a "collection", you should never have more than 30 names in your stack at a time! 20 from the first two days and 10 from the current day!

Numbers are the KEY..... Work them and you will be Richly Rewarded

Life is a series of today's which so quickly turn into yesterdays that some of us spend our time regretfully looking backward instead of excitedly looking forward. Still others worry or procrastinate and are always waiting for tomorrow. In both cases the danger lies in overlooking the most important day of all -- today! Form the habit of doing whatever it is you have to do now. Make TNT -- TODAY, NOT TOMORROW -- your daily watchword!