

4 HOURS OF MARY KAY

*****1st hour uninterrupted booking time*****

*Average consultant in the company will make 5 phone calls and if she doesn't get a positive outcome they give up.

*Bubble sheet-56 calls (bubbles) should take you the most 2 hours. Split it and do 1 hour of calls one day and the other hour another day.

*Average bubble sheet is worth \$1,000 wholesale if you work it right!

*Each bubble sheet gives you 10 bookings. So that's 46 no's and 10 yes's.

*Tracking bubble sheets is the key. Set a goal for yourself.

Each bubble sheet should result in 10 classes and u interview everyone at every class of 5 people (average) =equals 50 interviews. If 1 of 10 become your new team member that's 10 new recruits. Which is a double gold medal (from each bubble sheet). If 5 of the 10 actually start their business that's Team Leader Status!! In one month!

Let's go conservative...what if every other class u got a recruit? That's 5 per bubble sheet. (Only if u have 5-6 guests at every class). If 3 start the business of those 5, that's your Star Team Builder red jacket!

Consultants being VERY conservative: let's say you get 1 recruit per bubble sheet. 10 bubble sheets will give u 50 unit members personally. Let's say only ½ actually do something with their business, then YOU ARE A DIRECTOR AFTER 10 BUBBLE SHEETS. HOW BAD DO YOU WANT IT?

CHECK YOURSELF: Would I hire or fire myself each day?

*Text booking rule: only way to record it on bubble sheet is if they respond with a "no thank u" or a "yes".

*#1 thing that trips people up in this business is the 6 inches between our ears.

*What separates the winners from the ones who do nothing in our unit?

Mental BATH (keep your head clean)

BOOKINGS

AFFIRMATIONS

TRAININGS

HOTLINE

Do your mental bath calendar every month. Calendar has no dates so you can start your BATH anytime in the month.

If you are on a coaching call, you can only continue your next month of coaching calls if you complete a bubble sheet. One minimum.

How do you prove you did your bubble sheet? Turn it in (or text a picture of it) and do \$650 order that month.

Why? Here's why...

Example: Finish minimum 2 bubble sheets in one month. That means you get at least 20 bookings (that's really averaging low) so you have 10 that actually hold and 10 that cancel on you. Average class for a consultant is \$200 x 10 classes that's \$2,000 retail, which is \$1,000 wholesale order, and \$1,000 you keep as profit.

But let's just do a minimum of \$650 just in case you have some not very successful classes of the 10. Then you get a prize.

*******2nd hour of your day coaching*******

*Working with hostesses and their guests.

*Getting a guest list and working the guest list (pre-profile, send postcards, write thank you's, send hostess packet, etc)

*******3rd hour of your day, selling*******

*Part-time MK Consultants: Hold a skin care class in one week (that could also be having minimum 3 guests attend the beauty studio)

*Full-time MK Consultants: Hold a skin care class and add 2 hours (on the phone taking reorders or holding a few other appointments.)

*Call customers and find out what's going on. Check in on them. In this one hour, the average is we sell \$200.

*******4th hour of your day, team building*******

*Where do we make the most money? Personal recruits!!!

*Call to book interviews.

*How many can u get for interviews? Maybe 5?

*Call people u have already set up for interviews to follow up

*Tell your Director about your potential team members so while you are at work, she can be having a career talk w coffee/phone call for you.

So what does working MK 4 hours a day do? Here are the results!

Booking hour-book 5 classes each day for 5 days that's 25 classes booked a week. After week 2 u can't book anymore! No space on your calendar! That one hour now can now get moved to let's say coaching because you are booking from your bookings and you won't have to do it anymore.

Coaching hour-everything will hold because you are amazing and you are actually talking to people and get them excited. So you will need this hour.

Selling hour-customer reorders on the phone=\$200 day x 5 days a week=\$1,000 a week sold that's \$4,000 a month in customer reorders. That's a \$2,000 reorder. **YOU FINISH YOUR STAR IN ONE MONTH!**
That's not including your skincare classes. 2+2+2 is easier now.

Team building hour- 5 interviews (sharing the opportunity) booked each day for 5 days=25 interviews a week (could be done in a class/center too). From those 25 "opinions" or "interviews with director" a week, let's say only 2 are interested and start a Mary Kay business. (that's 10%)
2 new team members x 4 weeks = 8 new team members a month.

So total: \$2,000 a month wholesale, \$2,000 a month profit, is \$24,000 a year in retail all in customer reorders doing one hour day. That's your Queen of Sales diamond bee and \$24,000 in your bank in profit. (NOT INCLUDING YOUR CLASSES, THIS IS JUST CUSTOMER REORDERS ON THE PHONE)

2 new team members a week is 96 a year if half are qualified that's 48 a year. **YOU WILL BE ON THE QUEEN'S THRONE AT SEMINAR WITH A NEW DIAMOND BUMBLE BEE.**

YOU WAN'T A FREE CHEVY CRUZE? \$18,000 CAR...ARE YOU WILLING TO WORK 18 HOURS A WEEK FOR IT? WORK SMARTER NOT HARDER!

FULL TIME CONSULTANT: 4 HOURS A DAY/5 DAYS A WEEK- 20 HOURS A WEEK WORKING MARY KAY
PART TIME CONSULTANT: 4 HOURS A WEEK/20 HOURS A MONTH WORKING MARY KAY