



Name: _____

\$600 Wholesale Order Date: _____

Power Start - 30 faces in 30 days!

	Sales
1	
2	
3	
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24	
25	
26	
27	
28	
29	
30	
Total	

				
1. _____	2. _____	3. _____	4. _____	5. _____
#: _____	#: _____	#: _____	#: _____	#: _____
				
6. _____	7. _____	8. _____	9. _____	10. _____
#: _____	#: _____	#: _____	#: _____	#: _____
				
11. _____	12. _____	13. _____	14. _____	15. _____
#: _____	#: _____	#: _____	#: _____	#: _____
				
16. _____	17. _____	18. _____	19. _____	20. _____
#: _____	#: _____	#: _____	#: _____	#: _____
				
21. _____	22. _____	23. _____	24. _____	25. _____
#: _____	#: _____	#: _____	#: _____	#: _____
				
26. _____	27. _____	28. _____	29. _____	30. _____
#: _____	#: _____	#: _____	#: _____	#: _____

Before you call:

Do 10 jumping jacks or run around so you sound excited, out of breath, rushed and completely different than normal =)

What to say when you call:

"Hi _____, guest what, guess what, guess what? I just started a new business and I now teach skin care and color cosmetics with the #1 brand in America, Mary Kay. I have a HUGE goal to finish 30 practice faces & makeovers in 30 days and I immediately thought of you. There's no obligation I just need to borrow your face please. I am available 1. _____ 2. _____ 3. _____ date, which one works best for you? (Pause and Silence – wait for their response)

Take it one step further:

Sounds perfect. I just knew that I could count on you to help me out. Thank you for being a GREAT friend. I am so excited to see you on _____ date at _____ time. You know, its just as easy for me to do your face as it is for me to do yours and 2 friends...is there any reason why you couldn't invite your mom and your sister or 2 friends to help me out? (Pause) Thank you so much...you're the greatest. (Then mail her a handwritten thank you/reminder postcard)

What if no one answers?

NEVER, NEVER, NEVER, NEVER, NEVER, NEVER, NEVER leave a message. Wait for them to return the missed call and then say the script. When you leave a message you are adding to someone else's "Things To Do" list and you are setting yourself up for a disappointment if they don't call you back. Just keep calling until you reach them live. =)



Star the names that you booked color appointments with. 15 Stars = Prize from your director!!

Turn in your completed Power Start Sheet to earn your Power Start Pin.