

Develop a Reorder Business! Look What Happens!

<i>Product</i>	<i>Cost</i>	<i>Yearly</i>	<i>Total</i>
<input type="checkbox"/> Time Wise 3-in-1 Cleanser	\$18.00	5	\$ 90.00
<input type="checkbox"/> Age-Fighting Moisturizer	\$22.00	4	\$ 88.00
<input type="checkbox"/> Foundation	\$14.00	4	\$ 52.00
<input type="checkbox"/> Day & Night Solution	\$60.00	4	\$240.00
<input type="checkbox"/> Firming Eye Cream	\$30.00	3	\$ 90.00
<input type="checkbox"/> Eye Makeup Remover	\$14.00	3	\$ 42.00
<input type="checkbox"/> CelluShape System	\$55.00	2	\$110.00
<input type="checkbox"/> Microdermabrasion	\$55.00	3	\$165.00
<input type="checkbox"/> Even Complexion Essence	\$35.00	3	\$110.00
<input type="checkbox"/> Mascara	<u>\$15.00</u>	4	<u>\$ 60.00</u>
<u>Total Consumer Spending</u>	\$318.00		\$1047.00

Someone that is worried about laugh lines, and lip lines & staying add this:

<input type="checkbox"/> Time Wise Lip Primer	\$22.00	2	\$ 44.00
<input type="checkbox"/> Target Line Reducer	\$40.00	2	\$ 80.00

Plus Gifts, eye shadows, cheek Colors, lipsticks or glosses, Pencils, Highlighters, Powders, Sunscreens, Hydrators, Men's Products, Brushes, Colognes, Fragrance, Satin Hands & Lips, and New Spa Products.

You know you will sell the following when you show them to your customers:

<input type="checkbox"/> Spa Cleansing	\$16.00	4	\$ 64.00
<input type="checkbox"/> Spa Lotion	\$16.00	2	\$ 30.00
<input type="checkbox"/> Deo Body Spritzer	\$18.00	2	\$ 36.00
<input type="checkbox"/> Satin Lips	\$18.00	1	\$ 18.00
<input type="checkbox"/> Satin Hands	\$30.00	1	\$ 30.00

When your customers trust you, they like the way you do business, and you give them great service you can then sell them the following:

- Wedding Gifts**
- Birthday Gifts**
- Anniversary Gifts**
- Work Place Gifts**
- Christmas/Holiday Gifts (Mother's Day, Father's Day, Graduation)**
- Seasonal Color Products**
- Open House add on.....at least 4 times a year**
- YOU CREATE A REFERRAL BUSINESS FROM THEM AS WELL**

YOUR GOAL is \$2,000 a Year in Reorders per Customer!

18 Customers X \$2,000 = \$36,000 in a Year

The National Court of Sales You Earn a Diamond Ring!

Check the Boxes of Products You personally Use & Save Money by Being a Consultant

“But Who Would I Sell To?”

In addition to the obvious contacts of your immediate family, in-laws, cousins, neighbors, friends, and work associates, *what about contacting the person.....*

- ◆ From your old job
- ◆ From school or college
- ◆ From sports or hobby interests
- ◆ Involved in your children’s activities
- ◆ From your church
- ◆ From municipal or volunteer activities
- ◆ Who sold you your home
- ◆ From a previous neighborhood
- ◆ You met through your husband or boyfriend
- ◆ Who checks you out at the grocery store
- ◆ At the cleaners
- ◆ At the drugstore
- ◆ At your Doctor—Dentist—Optometrist office—and
- ◆ Through their secretarial and staff offices
- ◆ Who sells you clothes, shoes, jewelry, etc.
- ◆ Who gives your children music lessons or tutoring
- ◆ Who serves at your favorite restaurants
- ◆ Who is the fashion and beauty editor of your newspaper
- ◆ Who cuts and styles your hair
- ◆ Who leads your PTA—child’s Girl Scout Troup
- ◆ Who is a new neighbor
- ◆ Who is your bank teller
- ◆ Who is your florist
- ◆ Who looked after you in the hospital
- ◆ Who was your maid of honor
- ◆ Who cleans your house—or office
- ◆ That was so friendly in a grocery store line or bank
- ◆ Who is the bride pictured in the local paper
- ◆ Who teaches your child
- ◆ Who is the school secretary
- ◆ You met on vacation
- ◆ Who checked you into the hotel
- ◆ Who sold you new glasses
- ◆ Who fills your prescriptions
- ◆ You met at the local business women’s luncheon
- ◆ Behind the desk at your health club
- ◆ Who booked your vacation
- ◆ Gave you decorating advice
- ◆ Who was praised in the newspaper business section

WRITE DOWN 50 NAMES

NO PRE-JUDGING! THE ONLY PREREQUISITE: SHE MUST HAVE SKIN!

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