

# Vision Casting

adapted from NSD Glinda Secrest

Cast your vision to see the abundant future and consider the possibilities of where you could be in the next few months if you choose! Mary Kay always said, "Don't take a month to do something that could be done in a day."

## TEACH/SHARE MK

### Sharing the Product

#### On the Face:

- ⇒ Skin Care Classes
- ⇒ Facials/Double Facials

#### On the Go:

- ⇒ Customer Service
- ⇒ Samples, Show & Sell

#### On Paper:

- ⇒ Preferred Customer Program, brochures

#### Online:

- ⇒ Website, e-classes

#### On with the Show:

- ⇒ Preview collections
- ⇒ Open Houses



#### Average Skin Care Class:

- A. 4 people
- B. 2 hrs.
- C. \$200 in sales/50% profit

#### Your ideal Profit / Month:

Profit / month: \$ \_\_\_\_ X 2 = \_\_\_\_ total retail sales / mo.

Divided by 4 wks = \$ \_\_\_\_ (retail class sales/wk.)

Divided by \$200 (ave. class sales)

= \_\_\_\_ ave. classes held / week to get your ideal profit!



#### Perfect Skin Care Class:

- A. Sell Sets
- B. Book future skin care classes
- C. Book hostess + at least 1 more for interview

### Sharing the Marketing

- ⇒ Interview in person or by phone
- ⇒ Tapes – Choices / Evaluation sheet
- ⇒ Monthly Breakfast / Area events
- ⇒ Success Meetings (models)
- ⇒ Literature



#### Sr. Consultant

1 Active Team member  
commission \_\_\_\_\_  
Int. \_\_\_\_ hold \_\_\_\_ classes



#### Red Jacket

3 Active Team members  
commission \_\_\_\_\_  
Plus \$50 team-building bonus  
Int. \_\_\_\_ Hold \_\_\_\_ classes



#### Team Leader / On-target Car

5 Active Team members  
Commission \_\_\_\_\_ + T.B. bonuses  
Int. \_\_\_\_ Hold \_\_\_\_ classes



#### Future Director / DIQ

8 Active Team members  
Commission \_\_\_\_\_ + T.B. Bonuses  
Int. \_\_\_\_ Hold \_\_\_\_ classes

**You can be 16 skin care classes away from DIQ! That's 4 people/class x 16 classes = 64 faces. If you conduct 2 interviews per class = 32 interviews. If 1 out of 4 people close = 8 new team members! 8 + You = 9 People...You now take 9 people and together grow to 30!**

Whatever your goal...positive relationships, personal growth, recognition, time with family, job security, advancement opportunities, to be your own boss, make little or big money, or achieve the position of Ind. Sales Director—the means to each is THE SKIN CARE CLASS!