

7 Day **10** TO WIN Sales Challenge!

Name: _____

Start Date : ____/____/____


End Date: ____/____/____

When you Sell 10 of each item below within a 7 Day period, your sales will be enough to invest in your Business and cover the cost of placing a \$600+ wholesale order plus shipping and tax (based on 6% sales tax).



Satin Hands Pampering Set
\$36

	NAME	PHONE
1		
2		
3		
4		
5		
6		
7		
8		
9		
10		



Ultimate Mascara Set
\$15

	NAME	PHONE
1		
2		
3		
4		
5		
6		
7		
8		
9		
10		



MARY KAY Oil-Free Make-up Remover
\$17

	NAME	PHONE
1		
2		
3		
4		
5		
6		
7		
8		
9		
10		



Prepare to Demo!

The best way to sell is to let your customer "try before they buy". Prepare your own "On the Go" Bag to carry the supplies you will need to complete this challenge.

Items needed for Demo Presentations:

- | | | |
|--------------------------------|-----------------|----------------|
| * Mascara | * Cotton Balls | * Sales Ticket |
| * Oil Free Eye Make Up Remover | * Mascara Wands | * Look Books |
| * Satin Hands | * Mirror | * Datebook |

Continue to Demo to enough people until you complete your "10 to Win Challenge".

Demo Procedure

Step 1 - Demo the Mascara with Disposable Wand. You may need 2 wands for both eyes. Remember to never Double Dip your Disposable Wands.

Step 2 - Use the Wand with left over Mascara residue to swipe across back of hand. While the swipe is drying, squirt Oil Free Make Up Remover on Cotton ball and give to Customer to remove Mascara Swipe.

Step 3 - Finish your Demonstration with the Satin Hands. Squirt Hand Softener in hands, rub in, then add the scrub, have them work it into their hands. Wash hands, dry hands and give a dab of Hand Cream to complete demonstration.

Share your **7 Day "10 to Win" Challenge** with your Customer. Encourage her to purchase one or more of the items that she tried. She may also purchase additional items from the Look Book. Use your Sales Tickets to write in the items she wishes to purchase. Be sure to collect the money plus sales tax when you are taking her order.

Also share that **you are needing to complete 10 Faces**. Open your Datebook and schedule a time to get together for a facial appointment.