

THIS IS AN EXAMPLE SCRIPT (not sure who to give credit to, sorry)

1. Knowing your business appt. will last 2-3 hours in the beginning, and will bring approx. 200\$ into your pocket tax free... how many appts. are you willing to conduct on a wkl basis?
2. How many clients do you have on your local and non-local list of people you know with skin? (i make them do this list prior to meeting with me for their orientation, it is just names of people they know they can ask for help if they needed it)
3. What do you want from your business monetarily... A lot of money (more than 500/wk).... A little money (between 200-499/wk).... or just a lil extra spending money (less than 199/ wk)

Then I go into the top 3 reasons why smart business women start with product on hand... (I NEVER USE THE TERM INVENTORY!!! IT SCARES THEM, I SAY "PRODUCT PACKAGES" OR "PRODUCT ON HAND FOR YOUR CLIENTS")

Reason 1- time----- explain why time is of value... simply stated time= money.... I ask them would they rather work longer and make less or less time working and making more profits? I break it down for them to avg. company stated parties is 400\$ avg. and we make 1/2... and we're there for 2 hrs with products to deliver on the spot we gross 100/hr... without inventory for argument sake we'll say same retail(even though not common) still making half but then have to take orders, come home order it wait on UPS to deliver sort, label and re package to deliver to the client and meet up with the client or mail thru postal service etc etc etc add at least 2 hrs of additional work to your time and instead you make 50/ hr for the same grossing profit. :(

reason 2- motivation---- 2 parts 1st clients are excited at a skin care class they want it now we just preached and trained them personal hygiene for the last 2 hrs they love the way they look and feel and they want to duplicate it the next day and if they don't have the products they cant. if they do have the products they leave happy... I tell them I'm giving you \$100 what store are you going to an what are you going to buy... and I throw it into terms they will understand....ie: the store don't have your size, but they can order it for you. you pay up front and can pick it up in a wk and a half when the next shipment comes in... do you still want/ or desire that item?? second fold motivation for you the business owner.... you have products that you make an instant 50% profit off of you look and feel like a business and you can make money literally instantly by picking up the phone or letting someone at work wash their hands. :)

reason 3- profit.... everyone gets in this business to make a profit. if you don't want a profit this business is not for you. For you to make the most profit you have to have the products to make the instant profit so you don't spend you time, effort and energy wasting you money on shipping and handling every order you place with the company for 9.35/ each whether it is for an eye shadow or a truck load it is always \$9.35... maximize your profits by minimizing your costs. Then I ask do you understand and agree with the 3 top reasons, not that they are the only ones but these are the most common and most valuable for making a business decision and not a personal one. :)

Then I explain the Color 101 bonus and deadline.

Then I match them using the scale from the worksheet like pearl has more than 50 solid contacts and wants to work this full time for more than 500/wk... emerald between 40-49 solid, at least 3 parties/ wk... etc etc etc. I never tell them about more than 2 options.... the one they should be at matched to their activity level an the one right below it.

I explain all the freebies from the company for the lump sum order of product packaging that I customize for them and their clientele. I explain the star program and the top 3 reasons it rocks!!

1. awesome prize from the company and not a turkey like my hubby gets from his J.O.B.... and i show them the newest flyer and have them pick a prize out of it.

2. I give an extra prize to my unit mbrs for star motivation when I have 10 unit mbrs as stars a quarter.

3. the company referrals<---- which is my favorite personal piece of Star consultantship!!
Then I ask which one of the 2 choices of product packaging she business wise fits her activity level and level of commitment to (whatever her hot button is).
I explain the 90% buy back after she makes the business decision and then I go into financing options (which some of them are in the script I attached)
And that is it. :)