

HOW TO HAVE A \$1,000 DAY!!
DO IT EXACTLY AS I'VE OUTLINED HERE.....
(YOU NEED TO DO THIS!)

1. Make a list of 50(+) people (names and addresses) ...i.e., Customers, Potential Customers, Neighbors, People you are too chicken to tell that you are with Mary Kay... Anyone with skin! These people DO NOT have to be local to you! (Think of your wedding invitation list.) Also, think of every one you have EVER facialed, whether or not they bought product from you. KEEP A MASTER LIST FOR YOUR REFERENCE. That way, as they call in you can check their names off. Then you can follow up with those that do not call you after 6:00 PM! (This is crucial!)
2. Purchase 50(+) The Look Books and make 50(+) copies of the \$1,000 Day Letter on plain white lightweight copy paper. (If you get cute & copy on color, it will cost more to mail).
3. Choose a day to have your \$1,000 day, and a time to end it. It has been proven that Friday, Saturday or Sundays are not good days and that 6:00 is an excellent time to end your day, that way you can begin calling all those who have not yet called you. Ideal days to hold your \$1,000 day would be Monday from 6:00 p.m. to 6:00 p.m. on Tuesday, or Wednesday from 6:00 p.m. to 6:00 p.m. on Thursday. That way you can call everyone who did not call you on the evening your Grand Day ends.
4. Fold the letter in half and enclose it in an envelope (7 ½ by 10 ½) with The Look book. It will cost you \$.83 to mail each one. Check with your Post Office to be sure. Mail your books.
Make sure you mail your books so that they arrive either 1 day before your \$1,000 day or 2 days before at the maximum.
5. On your chosen day, refer to your master list and check off the people as they call in recording how much they purchased. At 6:00 p.m. begin making calls to all of the people that didn't call you. (If you don't make these calls, you will not reach the \$1000!)

We've done this before and had over 14 \$1,000 DAYS IN ONE WEEK!! All others who did the challenge... well... they only had \$500, \$600, and \$700 DAYS (don't you feel badly for them!). This is proven! It does work. TAKE THE CHALLENGE, DO THIS AND TAKE A GAMBLE ON YOURSELF!! Happy \$1,000 day!!