

I AM VIRTUALLY AWESOME

STEP 1: CHOOSE YOUR STRATEGY

Listed here are the main selling ideas for working virtually + no contact!

Choose 2-3 ideas that best fit your time, energy and personality!

- Skin Analyzer/Mirror Me consultations
- Pink Love Packs + virtual facials & parties
- HydraPacks + virtual HydraSessions (incl. booking guests for large pre-planned virtual events)
- Shake Up Your Makeup Bag Consultations
- Specials/Sales
- Glamour Tutorials: live or recorded
- FaceBook Parties with or w/out samples Single or group appts via technology for skin care, glamour, spa, FB posting parties
- Client Referral Programs
- Up social-media presence with: VIP private FB Group; Instagram account; FB Business Page
- Sharing video + google link for opportunity opinions
- Technology options: FaceTime, FaceBook, Messenger Video, Zoom, Skype or phone - choose one or two that work best for you + your customers & prospects
- Virtual Business Launches
- Email/Text Product Videos

STEP 2: SET A PLAN OF ACTION

- Use a Weekly Plan Sheet or calendar + schedule dates and times
- Commit to implementing the 2-3 ideas you have chosen
- Take into account homeschooling, family time, and self-care
- Set specific goals
- Create your plan with your family

STEP 3: COMMIT TO SUCCESS

I am choosing the following ideas

1. _____
2. _____
3. _____

My Goal for this year _____

My Goal for this month _____

How much money my family needs each week \$ _____

I will impact _____ lives through the MK Opportunity (new team members)

What worked best _____

What I would tweak _____

What new thing I learned that I'll keep doing AFTER #socialdistancing ends _____

Goal

Track Your Profit

I AM SAVING FOR...



It all **STARTS** with sharing the products! Team Building & Leadership Income will be the Icing on the Cake!

Reach your goals with your Mary Kay money!

1. Decide what your monthly goal is based on your next dream and write it under the banner above!
2. Here is the equation: Take the number you need in profit and divide it by .40. This is the total sales you need this month to reach your goal!
3. Divide that by 4 to know what you need to sell each week!

I dare you to do something meaningful with your Mary Kay profits! Tell your husband you will pay the car payment this month, take over the payment of your electric bill, pay for an experience or a trip, pick a family in need, or a cause you want to support! Use your Mary Kay money for something important that has value to you!