BE A STAR TRACKING SHEET by Sr. Sales Director Melissa Mays

(37 STARS never missing a quarter & 7 time National Court of Sales WINNER!)

DIRECTIONS:

Depending on how much time you want to devote to your business, select the appropriate Star Level you want to REACH FOR. Then, print that page and attach the picture of the prize you are working for and place on the front side of page 2 of your FLIP CHART.

The average sale per customer is $69. Based on the averages, putting the product on the appropriate number of faces will help you achieve your Star goal. Of course these numbers do not even include misc. sales and reorders. You also earn 600 pts. per new *qualified team members. (*qualified means they submit their agreement and order a total of $600ws within the same quarter) As you do each face, use a highlighter to color in the squares. Also, write in each weeks total sales and your wholesale order + Star Pts. This is a great way to stay on track for your Star! I keep my Flip Chart on my desk to keep me excited about the Prize I'm working for! By showing everyone at your facials and classes what you're working for, it enrolls them in your goal. People are more likely to book to help you achieve something than for their own gain. Aren't women GREAT? Of course it ends up being a WIN/WIN for both of you!

PERFECT START

5 hours weekly: 15 faces per month, 50 faces per quarter = SAPPHIRE STAR

10 hours weekly: 24 faces per month, 70 faces per quarter = RUBY STAR

POWER START

15 hours weekly: 30 faces per month, 90 faces per quarter = DIAMOND STAR

POWER START PLUS—The "and then some group"

20 hours weekly: 100 faces per quarter = EMERALD STAR

20 hours + weekly: 120 faces per quarter = PEARL STAR

BE A STAR! I NEED YOUR FACE!

DEADLINE:

Picture of Star Prize

1	2	3	4	5
6	7	8	9	10
11	12	13	14	15
16	17	18	19	20
21	22	23	24	25
26	27	28	29	30
31	34	33	34	35
36	37	38	39	40
41	42	43	44	45
46	47	48	49	50

Retail Sales Goal:

Wholesale orders (+ 600 Star Pts):

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Picture of Star Prize

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11	12	13	14	15	16	17	18	19	20
21	22	23	24	25	26	27	28	29	30
31	32	33	34	35	36	37	38	39	40
41	42	43	44	45	46	47	48	49	50
51	52	53	54	55	56	57	58	59	60
61	62	63	64	65	66	67	68	69	70

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41	42	43	44	45	46	47	48	49	50
51	52	53	54	55	56	57	58	59	60
61	62	63	64	65	66	67	68	69	70
71	72	73	74	75	76	77	78	79	80
81	82	83	84	85	86	87	88	89	90

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91	92	93	94	95	96	97	98	99	100
101	102	103	104	105	106	107	108	109	110
111	112	113	114	115	116	117	118	119	120

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