



7 DAY WONDER CHALLENGE



The Goal: 20 in 7!!

Sell 20 Items in Your First 7 Days

You can do it using the following dialog:

"Hi! I am so excited! I am starting my very own Mary Kay business and my Director has challenged me to sell 20 Items in the next 7 Days to get going!! Would you please take a look at the latest brochure and tell me what you absolutely cannot live without? You get a free gift with your purchase just for helping me out!"

Go through the book with your potential customer and walk away with the order - don't wait for a call or an order in the upcoming days, guide her through the catalog if you need to! And always remember to thank her, telling her how much you appreciate her order and her support.

Use the following to track your progress and you'll be there before you know it!

1. Name	_____	\$	_____
2. Name	_____	\$	_____
3. Name	_____	\$	_____
4. Name	_____	\$	_____
5. Name	_____	\$	_____
6. Name	_____	\$	_____
7. Name	_____	\$	_____
8. Name	_____	\$	_____
9. Name	_____	\$	_____
10. Name	_____	\$	_____
11. Name	_____	\$	_____
12. Name	_____	\$	_____
13. Name	_____	\$	_____
14. Name	_____	\$	_____
15. Name	_____	\$	_____
16. Name	_____	\$	_____
17. Name	_____	\$	_____
18. Name	_____	\$	_____
19. Name	_____	\$	_____
20. Name	_____	\$	_____