

# Galaxy of Stars – June 16, 2010 – June 15, 2011)

Become a consistent Star Consultant. We can all achieve this. We just need a plan and a commitment to stay focused when life hits us.

## **New Year**

Be a Star Consultant all four quarters during the All-Star Star Consultant Consistency Challenge June 16, 2010 – June 15, 2011, and be rewarded with a sparkling bee charm.

## **New This Year...**

All Pacesetter 4 quarter Star Angels this new year will be treated to dinner by Andrea at a Special restaurant on Day 00 of Seminar 2011.

## **What are the Star Levels?**

Sapphire	\$1800 whls. During the Quarter
Ruby	\$2400 whls. During the Quarter
Diamond	\$3000 whls. During the Quarter
Emerald	\$3600 whls. During the Quarter
Pearl	\$4800 whls. During the Quarter

## **What are the Quarter Dates?**

1 <sup>st</sup> Quarter	June 16 – Sept. 15 <sup>th</sup>
2 <sup>nd</sup> Quarter	Sept. 16 – Dec. 15 <sup>th</sup>
3 <sup>rd</sup> Quarter	Dec. 16 – March 15
4 <sup>th</sup> Quarter	March 16 – June 15

## **What Does It Take In Sales?**

If you are already in the profit picture with \$3600 whls. on your shelf, and you want to break the quarter down weekly with half profit and half reordering to replace your product sold you will want to do:

\$300 weeks for Sapphire

\$400 weeks for Ruby

\$500 weeks for Diamond

\$600 weeks for Emerald (National Court of sales)

\$800 weeks for Pearl (National Court of Sales)

## **How many appointments do you need to hold each week to reach your goal?**

\$300 1 Good Party (3-4 faces) weekly

\$400 2 Parties 4-6 faces weekly

\$500 2 Good Parties 6-10 faces weekly

\$600 3 Parties 10-12 faces weekly

\$800 3 Good Parties or 4 Parties 12-15 faces weekly

**Key** – Have 2/3 of the number of appointments you plan to hold already ON your books by the 1st of the month. To be held by the 18-20<sup>th</sup>. That gives you room to make up for any that don't hold and time to book more for the rest of the month. Use the idea of giving the hostess a packet of Brownie mix and a crystal light lemonade in her hostess packet.

## **Monthly Party or Appointment Themes for August and September**

Bronzing parties – start with Skin Care. Product Launch Parties – start with Skin Care. Summarize your Skin parties – start with skin care. Lipstick wardrobe parties. Spa Parties – tootsie rolls between the toes – ask them to bring their own favorite nail color – Satin hand and or sugar scrub. Portfolio Booking. Hot Mama. Hot Grandma. Women's networking Portfolio, Hair color portfolio. New Looks portfolio. Party with a purpose. Give 10% to favorite charity. Coach. Get the guest list in 2-3 days. Get started or fill in by Hostessing your own parties. You can do this. I believe that it takes focus and follow thru. I believe in you. Love and hugs, Andrea