

## WANT TO FINISH D.I.Q. IN 1 MONTH?

(or you could get ready to go INTO DIQ one month from now!)

### Tips from NSD Dacia Wiegandt

She did her DIQ in one month and several members of her MILLION DOLLAR Unit have done the same!  
SO CAN YOU!



1. Make a decision before going in--decide that there is no turning back!
2. Project who your team will be--make a list of everyone that will be on your team (EXPECT IT!)
3. Hold at least 1 appointment a day.
4. Share with EVERYONE (do not prejudge).
5. Discuss inventory as soon as agreement is completed. (Have your Director do this until you feel comfortable.)
6. Have a sense of urgency!
7. Get 10 new contacts a day.
8. Have at least 2 new bookings a day.
9. Get your team excited! Offer an incentive for charter members of your future unit! (Discuss with your Director)
10. No TV or radio—only listen to positive CDs (training or music).
11. Talk to someone who believes in you—always go up (Director, NSD, etc.)
12. Only speak excellence—No negativity!
13. If you have any doubts—call your Director!
14. If there is a down day — think about your big dreams, the suit, the checks, the Cadillac, etc...)
15. Surround yourself with your goals—be obsessed with it!
16. Pray that God will lead you to women that need and want this opportunity!

## ARE YOU UP FOR THE CHALLENGE????

by NSD & Million Dollar Director Tammy Crayk



**Imagine your 50% profit being over \$1600 for 1 week!** WOW!! There are REAL Women out there doing this with their Mary Kay businesses! I was so inspired by this story that I'm passing it along! (THIS WOULD BE A GREAT IDEA TO USE with the Model Search that MK is conducting right now!)

This Consultant did 55 faces in just 18 work hours, for a face average of \$51 and an hourly income of \$89, she was a STAR Consultant and kept a great paycheck!!

First, she made a list of 25 people and then she called them all and said: "I am building a portfolio of before and after pictures of models and my goal is 100 by the end of February, and I think you'd look so good in my book that I'd like to feature you, so could you do that?" Then she said, "I'm looking for different face shapes, skin tones and hair color, and of course, I need lots of faces this week, so if you know anyone who could come with you, that would be WONDERFUL! I have 12 places for ladies in each time slot, so if you could just bring one, or even two, that would be so helpful! What do you think? Who could you bring?" No one turned her down to be in her book, and some even brought a friend!

#### Her sales and faces were:

4 faces Monday - \$250 in sales	9 faces Tuesday - \$203 in sales	7 faces Wednesday - \$177 in sales
12 faces Thursday - \$531 in sales	7 faces Friday - \$867 in sales	20 faces Saturday - \$1074 in sales

Notice how her sales at the end of the week were higher than the first of the week?? I believe that is because her momentum built and her confidence increased. It was thereby reflected in her sales. As she said, I started thinking of how many times over the past few years "I tried" to do 30 faces in a month or how many times she has "tried" to schedule a high number of classes in a week and how many times it did not work out. But you know what, she has not given up and in Mary Kay the only way a person can fail is to quit. Mary Kay has told us that numerous times. What was the difference this time? Why did people say "yes" when she had tried so many times before???

1. She made a decision that she was going to be successful - no matter what.
2. She didn't let herself even feel the fear. You leave your comfort zone to change someone else's life.
3. She used her family as a reason. She used her financial situation to her advantage. Instead of getting stressed over bills, she decided to "do" something about it.