



Getting Leads with Time Wise Sampler Cards

Heather Plascencio has been in the company only 3 years and plans to debut as a national by Seminar next year. That would break all records! She is an incredible woman ... but she really doesn't have anything that you don't have except the unshakable belief in this opportunity and in her ability to achieve her goal. She will let nothing get in the way of what she has set out to accomplish. So, if you are determined to grow your business, if you are determined to have your hearts desire, then here is what Heather does every day to grow her business:

She goes out everyday with a purse full of TIME WISE SAMPLES IN THE SAMPLER CARDS WITH A COLOR SELECT CARD INCLUDED. She goes out for 1 hour a day and asks women to try the TimeWise. You can use words like this: "Excuse me.

I'm with a fortune 500 company out of Dallas and we have a new skin care product called Time Wise. I am looking for 100 new women to try the product this month. Could I give you a sample to try at home? ... I'd love to see how you like it. Here is my card, but I am pretty hard to get reach. Would it be ok if I either called or e-mailed you to see how it works for you? ... Great.

What is a good time to reach you? And your number is.....? My name is _____, and you are....?"

When you call back to check on them, just use the TimeWise survey questions.

Let them know how much it is and ask if they would be interested in purchasing the product. You can then lead into getting together with them for a facial or class. So, you have made a contact, had a person try TimeWise, have a TimeWise customer or a booking prospect. Not bad for very little effort.

Heather also looks for corporate women who are working 80 hours a week.

These women could do exactly what she is doing with the samplers on their lunch hour and develop an amazing business. Heather worked her other J.O.B.

80 hours a week including traveling for her first year in Mary Kay. You think you are too busy? This is the answer!

YOU CAN DO THIS!!! All it takes to make great things happen in Mary Kay is your excitement and belief. Will everyone say yes, of course not. But Mary Kay is about seeing the people and talking to the people!