

Star Consultant Tip:

If you have kids, have them help you select a prize. Whatever that prize level is divide it by 13 (13 weeks in a quarter) i.e. \$3,000 prize level divided by 13 = \$230.76. This let's me know that I have to place an order each week for \$231.00 to reach my goal. That's only \$462.00 in retail sales each week. Breaking it down into bite size pieces makes it more attainable. And involving the kids makes it a family goal.

- Nissa Beasley, Independent Beauty Consultant