

What does it take to move up?

Powerful message from Sr. Cadillac Julie Potts

So what does it really take to move up?

Have you been thinking that maybe you need to keep your job or get a regular hours job?

Do you need to make more money with your MK business?

Read on...

My heart yearns for you to truly understand this concept...**you will get out of MK what you put into it!!!** Bottom-line there is no short cut and there is no magic. It's a real job that you can get paid nicely...**if you do your job.** If you worked at Wal-Mart, you would have to do *something* to get minimum wage. If you work your MK with *half* the hours but all the dedication, you could get a company car-the suit-nice commission checks! If you hold appointments --you will sell product. If you follow-up with clients --you will sell products. If you ask for appointments-- you will book appointments. If you share the facts about the MK Opportunity -- you will recruit. If you attend Career Conference, Weekly Trainings, Seminar and other events-- you will get motivated, educated, inspired and trained.

Work your MK business for 3 months like a part-time job. Determine the hours you will be "working". Determine how much pay you would like. Then plan your work hours to support your paycheck. For example, if you want to work 9-2 while the kids are in school and one night for your weekly training and you want to make \$200 a week....then you will need to sell \$450 a week. Without reorders and recruiting, you will need to see about 5-9 women if you average only \$50 in sales per person...that's 5-9 individual makeovers or 2-5 if you have 2 at each appt or maybe just 1-2 parties. Increase your sales and then see less people or make more money!

Then plan... When will you make follow-up phone calls? If you need to make new contacts when will you network? Will you advertise your business-through the PCP or other means (company approved, of course)? When will you do your paperwork...taxes, enter clients in My Customers, place orders, bag reorders, put together face bags, etc....or can you hire someone to do those things?

What gets me the most is when I hear that a Consultant is quitting because she's not "making enough money" in MK for her family's goals.....BUT she didn't hold appts, she wouldn't make the time to get to trainings, she wouldn't spend a few dollars on a babysitter, she wouldn't bother her friends and family to buy the products, etc.....YET she will go to a job and pay a babysitter and go to their trainings to learn that job, all the while her friends and family are buying makeup and skin care from someone. In Mary Kay you work to increase YOUR business and YOUR paycheck. **You can work really hard at a job and get paid the same...heck, you could even get promoted to be paid less or fired because you make too much!** In MK, you work hard and you will be compensated!!!!!!

Ok, so a few of you may be saying....I tried and it didn't work *for me*. Then I would have to evaluate your SKILL level. Did you really try or did you just go to a few training, talk to a few people and maybe hold a few appts? Did you call friends and say that you want them to book a party FOR you? Or did you call and tell them how much fun, how easy and how much she could get free? Did you hand out cards without a conversation to follow or did you meet people, talk and then offer her your business card and ask for her information? Did you just give them an order form to write down what they want or did you offer sets at the end of your appts then talk with them individually to pick their sets and payment options? Did you give her the option of two dates, Tuesday at 10 or Thursday 2...or did you just say,"whenever is good for you?" Did she say that she is too busy and you believed her or did you give her some ideas of how she could work MK around her life? Did she say that she already uses brand x and you said thanks anyway or did you say that brand x is a great product and you would love her opinion of MK? Did you ask someone if she would like to *maybe* sell MK or did you say that you would love to share more about MK with her because you think she'd be great?

There are sooo many skills, even after 17 years, I am still learning scripts and skills to better my results. So talk to your Director...she wants your success probably more than you want it for you. She will guide you and train you. And if you don't have a Director that will then go to MKLearn on intouch or order some cd's to self-teach or go to Career Conf or to another Director's meeting. You are the Boss of YOU....get what you need so you can be a success! So much belief in YOU and this incredible business that works when we work it!!!!!!

Raising RED with 7 in '07!

Julie Potts

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