

Why be a Star Consultant?

WHAT IS A STAR CONSULTANT?

Each quarter you sell enough product to place an accumulated \$1,800 or more wholesale order, you will achieve Star status.

WHY YOU SHOULD BE A STAR?

- Achieve Star and accumulate credits as you place wholesale orders and add Qualified Team Members
- Redeem points right away or save them for a big super achiever prize!
- YOU pick the prize that motivates you the most.

WORK. EARN. SAVE. REDEEM. ACHIEVE.

BE AN ALL STAR!

When you earn Star consultant all 4 quarters of the seminar year (July through June) you are eligible for bonus Star credits!

Achieve Star!

The best way to earn your Star is to set goals. Make your goals S.M.A.R.T. and keep them in front of you with a goal poster or electronic reminders.

SPECIFIC: IDENTIFY WELL DEFINED AND CLEAR GOALS.

Instead of "Work harder" (This is too vague)

- ✓ Use something specific like: "Stay on target by selling \$1200 retail and placing a \$600 wholesale order each month."

MEASURABLE: GOALS SHOULD BE QUANTIFIABLE AND NOT VAGUE.

Instead of "Sell more skincare sets" (This isn't specific)

- ✓ Use something specific like: "Sell 2 skincare sets by the end of the week"

ATTAINABLE: GOALS CAN BE A STRETCH, BUT THEY SHOULD ALSO BE REALISTIC.

Instead of "Make a million dollars in one day" (This is unrealistic)

- ✓ Use something specific like: "Have a \$1,000 week"

RELEVANT: GOALS SHOULD MATCH YOUR FOCUS.

Instead of "Go to the car wash every week" (This does not match your focus)

- ✓ Finish \$800 weeks, week in and week out to reach Queens Court of Sales

TIME-BASED: GOALS WITH DEFINITIVE TIMELINES ARE MORE OFTEN ACHIEVED.

Instead of "Share the opportunity" (This has no timeline)

- ✓ Use something specific like: "Share the opportunity with 5 new people this week"

Star Levels!

PEARL: 4,800

EMERALD: 3,600

DIAMOND: 3,000

RUBY: 2,400

SAPPHIRE: 1,800

IDEAS:

Find your focus and work in your joy zone – whether it's in person parties, virtual, or a combination, sharing your dreams and goals will help keep you focused and accountable.

Sell 24 items in 24 hours

Follow up with skincare clients – Offer a discount for a new beauty or supplement purchase

Host a Shake up your make up bag party

Demo a new product to 5 or more people every week