

Bubble Sheet Tracking

Profit \$3000 to \$10,000 in the next 6 months?

Finish your best year ever!

Help our Unit have the biggest year ever!

BUBBLE SHEETS!

Focusing on them will win or earn you everything you want with very little tracking!

You pick ... what you want to do for the week!

1 sheet a week ... 56 contacts ... takes approx 30 minutes to one hour of calls

2 sheets a week ... 112 contacts ... takes approx. 1 to 2 hours of calls

3 sheets a week ... 168 contacts ... takes 2 to 3 hours of calls

What's best for you?

STICK WITH IT! YOU WILL WIN EVERYTHING!

Instructions:

- Make a slash (/) for an attempt to reach someone...doesn't matter if they answer or if you leave a voice mail message
- If they answer do (X), say no move on!
- When they book ... fill in the circle
- Count all face to face connections including Warm Chatter
- Texting a booking invitation counts as long as it isn't mass texting but goes to an individual (make a note if you texted to track this too)
- Face Book bookings counts ONLY if it was a personal message ... just putting it on your Face Book doesn't count!

The average time to do a bubble sheets...30 min to one hour (that includes the ones that book). Some of that will depend on you and how long you talk to each person.

NSD Tammy Crayk projects:

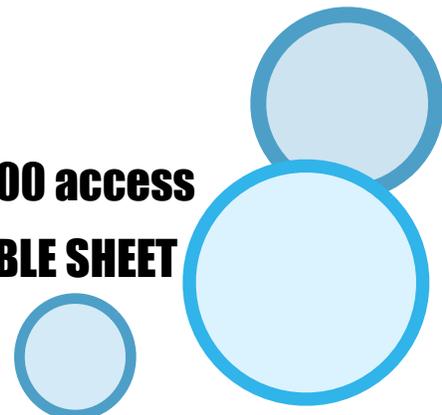
- Each sheet produces 10 yesses, blacked in circles!
- Each sheet products approx.. \$1000 in sales
- In 6 months that is 240 bookings (doing one sheet a week)
- It leads to 120 faces as 1/2 will not be a no-show,
- 110 initial bookings, 55 held
- 12 new team member (from working full circle), 2/3 will place an order and get going!
 - 9 solid recruits! Possibly Future Director for you
- \$6000 in sales at \$50 per person, \$2400 profit! \$480 in commissions at 4%. \$2880 total profit....for just doing 1 bubble sheet a week! Sapphire star both qtrs.!

Mary Kay is NOT Magical ... it is Mathematical

Every bubble sheet \$1000 retail!

- How are you going to get them done?
 - ½ sheet a day? For 1 hour a day? 2 - 3 a day Mon-Sat

To here more details on THE BUBBLE SHEET call 641-715-3800 access code 610206# then hit 7 to hear Tammy Crayk on the BUBBLE SHEET



BUBBLE SHEET!

YOU MAKE THE CALL.

Track how many calls you make and how many appointments you book.

Fill in Contact Name

Leave a Message=Slash

Speak to Someone=X

Booked Appointment=Fill



Sandy



Sandy



Sandy



Sandy



Independent Beauty Consultant

Purpose for Calls

Date

“Bookings are the lifeline of your business.

If you're out of bookings, you're out of business”

~Mary Kay Ash

Bubble Sheet Contact Tracker

1 Sheet Complete each week = Team Leader in 6 Months

**2 Sheets completed each week = Team Leader in 3 Months
and Free Car in 6 Months**

**3 Sheets Completed each week = Team Leader in 2 months,
Free Car in 4 Months, and Director in 6 Months**

***When texting, you must get a response to count it as an attempt**

**Explanation: Numbers are based upon contacts who are 21 or older
(unless married), who are quality prospects.**

You should obtain at least 10 bookings per completed sheet.

EXAMPLE BOOKING SCRIPTS

Booking Classes/Parties:

“Hello _____, this is _____ calling! I am so excited! I couldn’t wait to call you! Do you have a quick minute? Great! You are never going to believe this – I’ve just started my very own business with Mary Kay and part of my training is to get 30 women’s opinion of the latest products during the next 30 days! _____ you were one of the FIRST people I thought of (give reason why)! Is there any reason why you couldn’t help me out by letting me borrow your face and get your opinion of our products? Great! What works best for you nights or weekends? (Book a date and time). _____, would it be possible for you to find a couple of extra girlfriends to join you? It would really help me get closer to 30! Who do you think you might invite? If it’s okay I would love to give them a call and get their skin type (oily, dry, combo, normal) before we get together.

Tentative Booking Approach:

(If she says—let me check my calendar and call you back or let me check with my friends and call you back, then you say...) “_____, that sounds great, why don’t you take a couple of dates that work for me to see what is best for you. I have (give two date and time options). Do either of these sound better for me to pencil your name in? That way, I have you in my calendar and if something comes up for you or for me that we can switch the date to a better time.”

Guest Event Invitation Script:

“Hello _____, this is _____. Do you have a quick minute? Great! Listen I am so excited we have an incredible guest event on the (date) at (location), and I would love for you to come as my special guest. You would be my face model and just for coming we give away special prizes! Is there any reason why you couldn’t come? Great! I will pick you up at (date, time and location).”