

I was privileged to sit in on a conference call given by Senior National Sales Director, Karen Piro. Always warm and friendly, her conference call featured **ONE MONTH WONDER, Jordan Helou**. Jordan is the daughter of National Sales Director, Kathy Helou. Jordan came into Mary Kay right before leaving to study abroad in Europe this winter. Jordan recruited two women on the plane home in April, then built her team enough to submit DIQ June 1. Jordan completed Sales Director Qualification in one month with over \$20,000 in production, and is currently finishing Fabulous 50's and Grand Prix qualification. Jordan was exciting! Jordan is also 21, has a double major in Religious Studies and Womens Studies (I think). Here are her tips to make it happen:

1) **CLASSES! Jordan did 28 classes in JUNE to complete DIQ in one month.** Work every class FULL CIRCLE! At the individual close, if they were purchasing \$100 (primarily skin care), she showed them the showcase and agreement.

2) Jordan used her roll up to work from--closed with the roll up, BUT ROMANCED THREE SETS: Timewise Skin Care, Miracle Set & Microdermebrasion. Make the focal point of your classes the skin care.

3) Jordan gave this analogy that she used to explain the difference between skin care and Micro. Timewise is like brushing your teeth. You do it every day, twice a day as part of regular hygiene. Day & Night is like flossing, you get better results, and you take better care of your skin like flossing does your teeth. Microderm is COSMETIC. It is something that is done to ENHANCE what the Timewise is designed to do on a DAILY BASIS.

4) Jordan booked from every class she had by talking SECOND FACIAL, SECOND FACIAL, SECOND FACIAL. The people who attend your classes are ENTITLED to two facials. The check up from the neck up as Jordan called it was kept very low key! If they had two friends they got a special gift!

5) Jordan talked about a Pink Wholesale Club, where her potential team members could do just the minimum if they wanted, or they could have full time careers like herself.

**** You must have a good time at your classes so that those guests WANT WHAT YOU HAVE!!**

THEN NATIONAL SALES DIRECTOR LISA MADSON chimed in, and gave this tip: Your ATTITUDE & PASSION will DRIVE your success! Find something to be PASSIONATE about!

Karen Piro ADDED: Don't just be busy, BE PASSIONATE!! What are you willing to adjust TO MAKE YOUR MONTHLY GOAL HAPPEN??

When things get tough, it's easy to trash our dreams. What is trash to one person is a treasure to someone else. JUST DEPENDS ON WHOSE VIEWPOINT YOU ARE LOOKING FROM!!