

# 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 can earn a DUNE London accessory or handbag!

## 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"

## 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