

Who will be our



Contest dates: Sep 1 – Oct 30

Miss America– Break the most states with virtual pampering appointments. Our Miss America will receive the title, crown & special gift.

State Pampering Winners– Be the first to “break a state”, earn the title of “Miss _____(state)” and a state charm.

Miss USA– Earn the most points during the competition (Sep-Oct) for pampering & sharing appointments. Our Miss USA will receive the title, crown & a special gift.

State Sharing Winners– Be the first to do a Pink Dream share in a state, earn “Miss Congeniality _____(state)” and be entered into the \$100 Cash Drawings!



Pampering Appt - (virtual or in person) = \$100+ in sales (her order/& orders from friends can count) to BREAK a STATE ("Miss _____[state name]) & earn a charm. Be sure to take a pic of your pampering, along with sales tickets & names of guest(s) & state representing! Existing customers don't count for "breaking a state"- they can give you referrals for blessing bags.

Pink Dream Share- (virtual or in person)- Have your customer watch (Anna's) video and any other video on the Make A Spark Google Form, and be sure to complete the google form to be entered into the \$100 Cash Drawing. You can also set up Career Chats with Anna that will also count. You earn "Miss Congeniality (state name)" with completed google form from someone in another state than your own.

WHY?- Would you agree the world needs more love? We get to do our part in sharing the LOVE, by sharing blessing bags. Plus how exciting to have a fun contest to focus on while not only blessing others, but building our business. September is Mary Kay's anniversary month & our chance to share more about MK – so let's spread some love & blessings.

Blessing Bags-Samples ordered off Sec 2 on Ordering on InTouch.

TimeWise 3D Miracle (3 pk/\$3.00– in both normal/dry & combo/oily)

Charcoal Mask (6pk/\$1.00), TimeWise Moisture Renewing Gel Mask (6pk/\$1.00). Put samples in cello bag (party store/ordered from My Girlfriend's house/DollarTree). Can add inspirational card, and note.

Script: (can be texted, emailed or posted in private customer FB group– not on public FB page or in FB messenger)- "I'm so excited to spread some love & pampering. Who do you know out of state that would love to be pampered, that I can send a blessing bag in your honor? Besides being such a blessing, you are also helping me towards becoming our Miss America in our unit, isn't that fun?! You can help me break a state!!! So who do you know? And, _____ for sharing the love, if you have 10 friends you bless, you can select a "thank you gift" - your choice– Oil Free Eye Make-up Remover, Lip Gloss or Mascara– which would you prefer? You can just email or text me your names. Thank you so much!!!" {When you get the names you can ask if she'd like to just set it up virtually all together for a fun girls time- #booking}

Getting started:

1. Order samples & put together blessing bags (with notes).
2. Make list of people you know (look at your social media posts on who you know, your phone contact list)..who are those folks out of state to you??? Who are those local that know people out of state? (you will get points on all pampering appts- whether out of state or local). Compile this list so it's one place that you can refer, work off and keep you focused on it.
3. Contact (text, email, call, message) people- You can put it up on social media (again customer group or business page- not public page). You may get responses, but don't rely solely on that- follow-up and reach out.
4. Follow-up on your blessing bags (text to make sure they received it, and set up a quick time to walk them through the products- 15 minutes- close with product closing sheet, ask if they have some folks they would like to receive a blessing bag (referrals). In the Skin care samples- there is at least 2 applications- so you can also do a follow-up/check in the next day. *Be sure to get pic of appointment & sales ticket- to break the state for the charm!
5. Have fun and remember you are offering a gift of your time & fabulous products to bless them. There are plenty of faces & places to spread the love! #operationspreadthelove #andblessings
6. Remember to fill out your sheets weekly for points for Miss USA. You may send your pic of virtual app & sales ticket immediately when you break a STATE!!!

PRIZES & RECOGNITION-

State Pampering-Break a State as "Miss _____" (state name)- first one earns state charm & recognition on FB public page.

Miss America- person with most states broken- receive crown, sash, gift & title.

State Sharing as "Miss Congeniality_____(state name)-first one in state earns title, recognition on FB public page & entered into \$100 Cash Drawing (you & your guest with completed google form)

Miss USA- Earn the most points during the competition (Sep-Oct), be sure to turn in sheets weekly on activity- receive crown, sash, gift & title.

Name _____

Week _____

Pampering

Date	Name	State	Sales	Points 10 each

Sharing

Date	Name	Google Form	Points 10 each

Weekly Total _____

Weekly Total _____

Bonus Points

Broke a State? Which ones:

20 pts for each new state: _____ Total

Bonus Points

New Team Member? (name):

30 Pts for each new team member: _____ Total

Grand Total (add weekly totals together, plus bonus points) _____

*Remember to text virtual appts & sales tickets to Break a State & earn a charm.

*Reminder for guests to complete Make a Spark google form – that’s the entry into the \$100 Cash Drawing for both Customers & Consultants.

Text Anna (571)225-1710 *weekly totals*; or can scan & email to annasempeles@cox.net to earn prizes & recognition.