

## Portfolio Testimonial

**How would you like to make \$1,600 in 1 week???**

**Read on to see how Mary Kay Consultant Christina O'Quinn did just that.**

Christina had a **\$3,217.50** week! Christina did 55 faces in just 18 hours. She had a face average of \$51 and an hourly PAY of \$89, she ordered a "Star" order and kept a GREAT paycheck! All in one week. Just think about all of the follow-up orders!

Here is what she did.

First, she made a list of 25 people, she prayed over her goal, then she called them all and said: *"...I am building a portfolio of before and after pictures of models, my goal is 100 by the end of the month, and I just think you'd look so good in my book. I'd like to have you in my book, so could you do that?"* (schedule the time).

Then she said, *"I'm looking for different face shapes, skin tones, and of course, I need lots of faces this week, so if you know anyone who could come with you, that would be W-O-N-D-E-R-F-U-L!!! I have 12 places for ladies in each time slot, and you are number 6, so if you could bring one, or even two, that would make 7 and 8, what do you think? Could you bring someone?"*

Christina said that not one person told her no, that they would not be in her book, some brought friends and some did not. She did 4 faces Monday with \$250 in sales, 9 faces on Tuesday with \$203, Wednesday was 7 faces with \$177 in sales, Thursday \$531 in sales with 12 faces, Friday \$867 in sales with 7 faces, and Saturday 20 faces with \$1074 in sales!!!

Her Director Diane writes, "Notice how her sales at the end of the week were higher than the first of the week, I believe that is because her momentum built, her confidence increased and therefore, it was reflected in her sales!!!"

Why did Christina do so well?

Of course, giving the goal to God, is first and foremost, but several other things made a difference as well:

- 1). She made a decision, she was going to be successful, no matter what!
- 2) She didn't let herself even feel the fear. She denounced fear daily, minute by minute. She said the Dream Giver Book talks about your comfort zone and that it is just that, YOURS and when you leave it, you leave it to change someone else's life. And so she made it about them, "I want them to feel special to be in my book."
- 3) She used her family as a reason. She used her financial situation to her advantage. Instead of getting stressed over bills... she decided to "do" something about it!

Christina, thank you for leading us to take the girdles off our brain, to expand our thinking, our goals, and especially our BELIEF in what can happen, if WE are willing to cancel fear and put our business into God's hands and let Him bless it!!!

**I Believe You Can Do It!**