

# VIP Rewards Program

Goal: \_\_\_\_ # of Customers Ordering \$600 a year

Approximations Taking Expenses/Discounts Into Account

5 VIP Customers = \$3000 sales a year = \$1200 profit a year/\$100 a month

10 VIP Customers = \$6000 sales a year = \$2400 profit a year/\$240 a month

20 VIP Customers = \$12,000 sales a year = \$5000 profit a year/\$400 a month

30 VIP Customers = \$18,000 sales a year = \$7800 profit a year/\$650 a month

50 VIP Customers = \$30,000 sales a year = \$13,000 profit a year/\$1000 a month

## Starting Criteria

- Anyone who purchased \$400+ in the last full year or \$200 since January
- Hostesses in the last year
- Write on any new profile cards/tickets at parties – VIP – so new people get added to this group!

## Tools/Supplies Needed

- Small Business-Card Size Paper to put in all reorders telling them how many MK Bucks they have to spend at my holiday open house  
MK Bucks  
Congratulations!  
You've spent \$ \_\_\_\_\_ on MK products since January 1, 2017!  
You've earned \_\_\_\_\_ MK bucks!  
These are redeemable at my holiday open house on
- VIP Perks Postcard to put in first glam bag
- VIP Secret FB Group
- Skipio Group called VIP Customers
- Email List called VIP Customers
- Binder with a VIP Tracking sheet for each customer – print as many sheets as customers you'd LIKE to have!

## VIP Perks

- \$1 in FREE Product Per \$10 Spent Throughout the Year @ Holiday Open House

- Once a Year “Freshen Up” Facial in July or December
- Quarterly “Glam Bag” – full of samples, trial size products & specials – June, September, December, March
- Quarterly Catalog – February, May, August, November
- Secret VIP Facebook Group
- Free Shipping/Delivery on All Orders for LIFE