



NEW CONSULTANT

THE FIRST WEEK OF YOUR BUSINESS...

- Get a Binder and start with 3 Sections: 1. To Do 2. Contacts 3. Meeting/Training Notes**
- Create your Contact List (addresses & numbers)**
This is a list of 25, 50, 75+ people you know with Skin in and out of town. These ladies will be invited to be your first practice faces for your Power Start. (use contact section in binder)
- Listen to your "Welcome" CD and discuss your inventory options with your Director.** Do your first order with the guidance and wisdom of your Sales Director. Hundreds of dollars of free products are only available with YOUR FIRST ORDER.
- Check out the Mary Kay InTouch® Web site at www.marykayintouch.com.** You will use this site for training, retrieving information and online ordering of MK products. Check out the following limited-time offers:
 - 50% off a Mary Kay Personal Web Site with Shopping
 - FREE OFFER...**15 FREE Customer Brochure Mailings (this is very important, it is the beginning of your customer list)
 - 50 **FREE Temporary** Business Cards
 - FREE OFFER...**more than \$600 in FREE Mary Kay Products available with your first inventory order.
 - Complete your **Signature Look Questionnaire** prior to placing your first qualifying product order for additional FREE Products by ordering within your first 15 days of signing your agreement. 15 Day Deadline: _____
- MK CONNECTIONS can be found at www.marykayintouch.com**
- MK CONNECTIONS: FREE OFFER...**when ou order your Mary Kay Business Kit from MK Connections (Business Cards, Product Labels, etc.)
- MK CONNECTIONS:** Order your **MK Beauty Coat** for your uniform. (Sizes run a little large)
- Establish primary forms of Mary Kay Communication**
 - Make sure you are receiving emails from your Director, this means you are on her email list.
 - Program the Weaver Area Hotline in to your phone for daily motivation, inspiration and for recognition at 615-346-2848.
- Place your first inventory order and set a date with your director for your Business Debut**
- Attend your First Weekly Success Event. Bring a friend and have her listen to the Career Opportunity CD to receive special recognition.**



***Put the dates of all Mary Kay Trainings and Success Meetings in your MK Datebook for the next 3 months**

***Success Meetings are listed** on our Area Website at www.julieweaver.net and on our Unit Website at www.unitnet.com/redhotmamas

***Why Attend Your Weekly Success Meetings:** Positive, Fun Environment—you leave in a great mood and stress free!, develop and improve on skills and leadership qualities, increase earning potential, specified training, product updates, encouragement & inspiration from sister consultants, recognition for your achievements, recruiting & income opportunities when you bring a guest, make new friends!

- Open a separate checking account for your Mary Kay Business**
- Open a ProPay account so you can accept credit cards at MaryKayInTouch.com**
- Review the *Consultants Guide* in your Starter Kit Bag once it arrives...**
- Establish a location in your home that will be your "office"** even if you don't have a separate room for it. This will be your workplace and should be set up, ready for you to work all the time.
- Establish a location in your home where you will stock and arrange your Mary Kay inventory.** You will want to have it organized in such a way that it is easily accessible for reorders and classes. Under no circumstances should you ever store product in a garage where you can't control the temperature.
- Begin tracking your car mileage for your taxes.** Keep a mileage log in your car and log miles you use for Mary Kay. Your Mary Kay date book is the perfect place!
- Change your phone message** to sound similar to "Hello, you have reached the Hawkins family and office of Ruth Hawkins , Professional Image Consultant with Mary Kay Cosmetics, please leave your name and number and I will return your call as soon as possible. Have a great day!"
- Send a picture of yourself and a picture of your family to your Director through email.** This can be used in her unit correspondence.
- Check with your Director for New Consultant Orientation details.**



I've Sold 25 Items in 7 Days!!!!

Name _____

Earn a Special Gift from your Director when you complete each of the following:

Total Number of Items Sold:

_____ I sold 25 items in 7 days creating sales of \$300 plus.

Total Sales from these items:

_____ My 7 days sales dates: From _____ to _____



WHAT TO WEAR...

Dress for Success at All Mary Kay Appointments and Events



MARY KAY CONSULTANT

Dress or Business Suit and professional shoes. Mary Kay logo pin.
Option: You may want to purchase your MK Beauty Coat to wear at your appointments and meetings. www.MKConnections.com



MARY KAY SENIOR CONSULTANT

Same attire as MK Consultant with MK Senior Consultant Enhancer.



STAR RECRUITER

Black skirt, white blouse, RED Jacket w/ MK Star Recruiter Enhancer, and professional shoes.



TEAM LEADER

Same attire as Star Recruiter except Team Leader Enhancer is worn.



GRAND ACHIEVER

Same attire as Team Leader or Future Sales Director with Grand Achiever Pin.



FUTURE SALES DIRECTOR/DIQ

Black skirt, RED Jacket with Future Sales Director Enhancer, Future Sales Director Scarf and professional shoes.
DIQ Only: Wear BLACK blouse



*** Hose are optional.



WHAT ARE YOUR MARY KAY PINS SAYING ABOUT YOU?



Your Mary Kay Pins are a representation of your incredible accomplishments in your business and should be worn with pride. However, be careful not to overdo it. Too many pins adorning your lapel can look cluttered and distasteful. A good rule of thumb is no more than 3 pins including your Mary Kay Logo Pin. Your Ladder of Success Pin and Power Start Pin are always great choices.

Taking pride in your appearance and the way your starter kit and mirrors look is all a part of Business Etiquette. You cannot expect to sell the product if you do not wear the product. Also, think about this: Which product would you be more likely to purchase-Clean or Dusty? Having a clean and neat automobile personifies pride and self assurance in your business and what Mary Kay stands for.