

Make Your List!



Make a list of all the Women you know who are friendly with skin. Try for 100!

Remember to check your FB, etc. You'd be surprised how many you know!

REMEMBER NOT TO PRE-JUDGE, it's not nice!

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<input type="checkbox"/>	_____	<input type="checkbox"/>	_____
<input type="checkbox"/>	_____	<input type="checkbox"/>	_____

Remember to take photos for your Portfolio!

Congratulations on your Mary Kay business!

Hurry! You only have the month in which your Independent Beauty Consultant Agreement is received and accepted by the Company and the following calendar month to take advantage of these great deals:



50% Off Your Own Personal Web Site: You can have your own professional Mary Kay® Personal Web Site for half the annual subscription rate to offer your customers 24/7 online shopping convenience & virtual makeovers.



Discounted Business Card/Labels/Name Badge Kit: Nothing says that you are in business like professional business cards and labels.

Send FREE E-Cards: It's your business announcement to all your potential customers with MKeCards®. It's the easy, fast, FREE way to share the buzz about your new business.



Get Your FREE "Look": When you place your first qualified* order by: _____ you will receive a "Look" especially for you. \$113.50 value

Over \$600 in FREE Retail Products: See the Ready, Set, Sell! Inventory Options for New Consultants to learn about the rewards available for starting your business with inventory.

*Qualified is one whom places a minimum \$600 order within their first 2 calendar months of becoming a new consultant.

It's so easy to sign up for these limited-time offers. Once you log on to the Mary Kay InTouch® Web site, you will see links where you can enroll for these special offers.

SIGNED ON: _____

As a new Mary Kay Independent Beauty Consultant you might be asking yourself, "What's next? Who do I call? Where do I start?" **FIRST STEPS** can help! You will review the following activities with your Sales Director to create the plan that's right for you. These steps will help you get started!



Dolly Bourgeois

Independent Sales Director
 19919 West Doyle Place
 GPW, MI 48236
 Office: 586-612-4748

Legacy Studio
 Weekly Meeting/Event Location
 22800 Kelly
 Eastpointe, MI 48021

Training website: www.maggiesitar.com



National Sales Director
 SHERRIL STEINMAN

Seminar Affiliation
 SAPPHERE

Unit Name
 Bourgeois Beauties

Unit Number
 NF72

Your Consultant Number

1. Beat Your Box

- Log onto the Mary Kay InTouch® Web site at www.marykayintouch.com
- Complete the Ready Set Sell quiz and schedule your Business Planning Session with your Sales Director.
*Earn a business building tool!
Inventory-Optional-Options*
- Profit Level Inventory: Earn a profit right away by setting yourself up with a Star Inventory order.
(Quarters end: 9/15, 12/15, 3/15, 6/15)
Earn your Sales Director's help with your first party!

2. Dream It

- What is your 90 day goal?

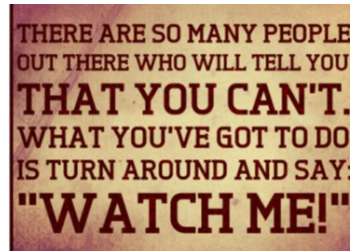
3. Get Ready

- Make a "face" list of everyone you know with skin! Don't prejudge, it's not nice!
- Create your weekly plan sheet.
- Email your Sales Director a headshot of yourself & one with your family.
- Log on to our training site: www.maggiesitar.com and add all events to your datebook.
- Print copies of the Placemat, Tic-Tac-Toe, and Pink game slips to be used at your parties.
- Attend your local success event.
- Set-up your one-on-one training appointment (first week)
Earn your Mary Kay logo pin.

4. Get Set

- Open 2 separate checking accounts for your new business. (*not a business account*)
- Sign up for **PROPAY** on InTouch to process your credit card orders.
- Set up your Systems:
Customer A-Z Binder
Model Portfolio Binder
Party Binder
Brain Book Binder
Financial Savvy Binder
- Each week, fill out your Weekly Accomplishment Sheet on InTouch & submit it to your Sales Director every week.
- Weekly Check-in Tuesdays 7:30-7:45:
Hotline Number is (605) 475-4700
pin 778982#
What you did, what you plan to do.
Challenge to be met by Thursday's meeting.

5. GO! GO! GO!



*Legacy on Ladies
You only have ONE chance to make a first impression!*



Wear professional business attire. Please wear a skirt and a professional top—this is something that sets us apart from other companies. There is something about your confidence when you FEEL like you look

6. Book It

- Book your first 10 practice classes (10 parties with 3 faces or 5 parties with 6 faces) this week to be held over the next 30 days (use the booking script). Email your Sales Director with each date, hostess name & phone number when they are all booked so I can send a thank you card! *Earn your money bag!*
- Complete your POWER START to become a CERTIFIED BEAUTY CONSULTANT!
Practice on 30 Faces in 30 days!
Start Date _____ End Date _____
of Faces _____
(Use the Power Start Tracking sheet to chart your progress)



Earn your Certification & your Power Start pin!

7. Share It

- Do 5 practice team-building appointments with your Sales Director (in person or 3-way call).
1. _____ 2. _____ 3. _____
4. _____ 5. _____
Earn your Pearls of Sharing Earrings!
- Bring 5 guests to a MK event.
1. _____ 2. _____ 3. _____
4. _____ 5. _____
Earn your Pearls of Sharing Bracelet.
- Add your first qualified Team Member:

Earn your Pearls of Sharing Necklace.



Steinman Area Power Players Monthly Tracking Sheet

WHOLESALE TRACKING: \$

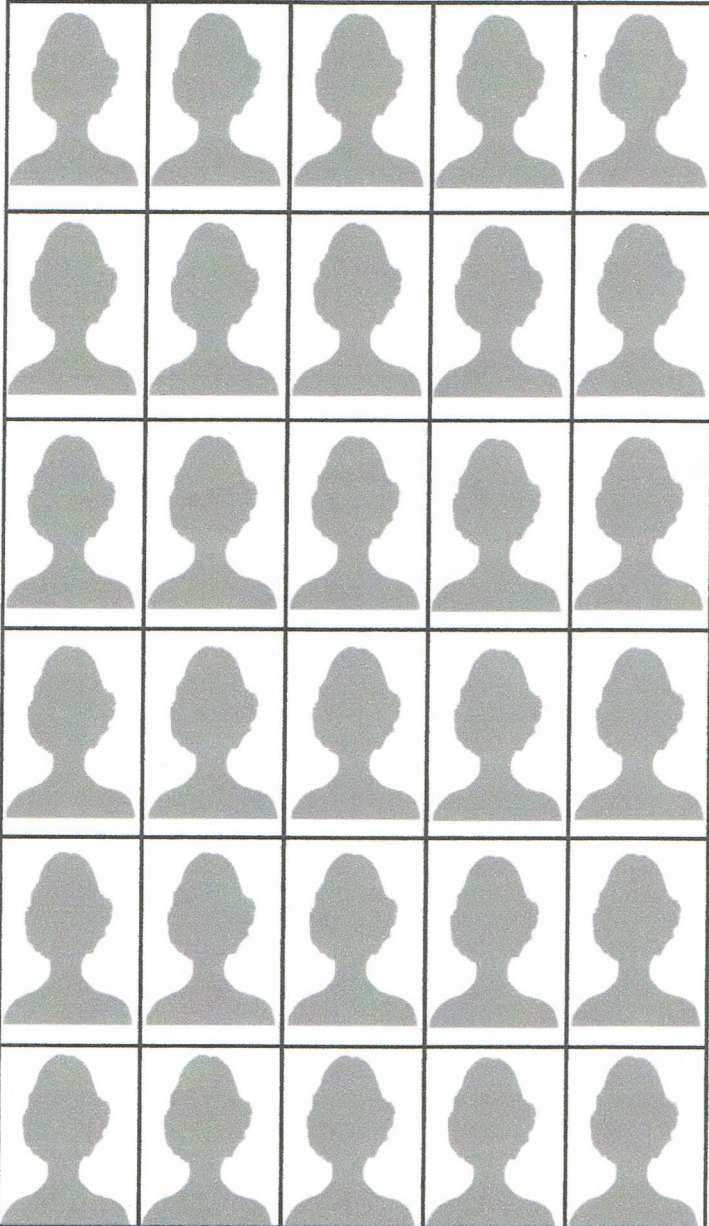
Date: _____ Amount: _____

Date: _____ Amount: _____

Date: _____ Amount: _____

TOTAL:

Goal: Faces



• **Team production**

1. \$	6. \$
2. \$	7. \$
3. \$	8. \$
4. \$	9. \$
5. \$	10. \$
Me: \$	TEAM TOTAL: \$

INTERVIEW/GUEST TRACKING:

- 10 Personal Interviews
- SIGN 1 New Qualified or 2 New Personals

Interview :	Name	Date Signed	Order Date
1.			
2.			
3.			
4.			
5.			
6.			
7.			
8.			
9.			
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11.			
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26.			
27.			
28.			
29.			
30.			

• **1 New red on my team!**

1.	2.
1.	1.
2.	2.
3.	3.

Weekly Plan Sheet

Name: _____

Week of: _____

*Designate current obligations each day—then list when you want to work your Mary Kay business—
example: skin care class is 2 hours—how many would you hold per week and when?*

	Sunday	Monday	Tuesday	Wednesday	Thursday	Friday	Saturday
6:00							
7:00							
8:00							
9:00							
10:00							
11:00							
12:00							
1:00							
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4:00							
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6:00							
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