

GETTING STARTED strong...



- 1) **Party Training:** Schedule to go with recruiter/Beth to watch a party –or- schedule “grand opening” party with recruiter/Beth (could be group). Postcard invitations are on InTouch (Business Tools/Party Central/
- 2) **Team Building Training:** Who are 3 people you would like to “run with” in Mary Kay?
- 3) **Inventory Management Training:**
Set up your Store:
 - Find out what your credit score is: www.creditkarma.com (Will ask you to create an account, but it’s FREE!)
 - Call 859-299-5553 - Jeffery Ricker/Shannon Lowe @ Fifth Third Bank for credit card approval. 12 months 0% financing for 660+ credit score or 600-660 with co-signer. You’ll get credit card number and expiration immediately, but don’t place initial inventory order until you talk with Beth. (-;**Reinvest to Build Up Your Store to full \$3600 wholesale:**
 - Half-Stock Harriet (takes full 50% profit, no restocking, works from empty store)
 - Embezzling Edith (starts with full store, but pays herself too much, only restocking a little, working in a negative direction)
 - Profit-Level Patty (starts with full store, takes \$100 out for “cost of doing business” expenses, restocks what she sold keeps) inventory level the same, pays herself whatever is left)
 - Building Up Betty (comes in with a little inventory and works hard to build to full store, pays herself 20% only and restocks with 80% of the 50% profit – She decides when to take a full pay check)
- 4) **Watch “Start Something Beautiful” Video from your Starter Kit.**