

Business Debut Checklist:

____ **Schedule your business debut** with your first 2-3 weeks of business.

____ **If possible, hold your business debut in your home**, mostly because it is a warmer, friendlier, environment. Church fellowship halls, friend or family member's home, our weekly success meeting location, will be fine too!

____ **Invite ALL the people on your Contact List**. This should be a minimum of 75 people (You can expect 15-20 to attend with proper follow up)

____ **Send out a minimum of 75 Business Debut invitations**. Sending out postcards alone will not be effective. After you have mailed your invitations, plan to call each guest personally and invite them. Please give a copy of your guest list to your director, she may call and personally thank them for their support for your business.

____ **Call each guest on your Contact List**. Remember, your family and friends are coming to help YOU! If they cannot come to your debut, you'll want to either schedule an appointment with them and/or invite them to the next unit event (success meeting).

The Day of the Debut: ____

Provide simple refreshments. Please ask someone ahead of time to serve (such as your family or close friend) This is so, you can be focused on your guests to schedule appointments and work with your director at individual consultation.

____ **Have your datebook marked** and know when you will be working your MK business. Put a STAR beside your power start weeks.

____ **Have these supplies available:** ____ Pens and profile cards ____ money bag (with \$20 change) ____ Beauty Books (stamped with contact information) ____ sales tickets ____ Calculator

____ **Your recruiter/director will arrive ½ hour before the program**. Please have the contents of your starter kit unpacked, with mirrors unwrapped and products out of boxes, trays marked with the numbers from the cheat sheet, at least 3 door prizes and or coupon filled balloons for guest.

____ **You will want to purchase the following supplies:** cotton balls, cotton rounds, plastic cups, pens, treat bags or something to put prizes in, and a roll of double tickets,

____ **Have enough hostess packets prepared** to give each guest at your debut.

____ **Remember to relax and have fun with your guests**. Your recruiter/director will do the talking. The focus will be to schedule your power start and your pearls of sharing! Enjoy your debut!

Important Numbers and Websites for New Consultants:

Your Weekly Success Meeting is important—Your Meeting night is _____ at 6:30 p.m. at _____.

Tuesday nights at 9:30 p.m.—Training Conference Call—-with your director and future NSD Kristin Myers. Call 712-451-6000 code: 855563# press *6 to mute out your background noise. Press again to un mute to ask questions.

Wednesday nights at 9:00 p.m. New Consultant Training Call—12 Week Plan. Learn the basics in this small group format on a special conference call especially for new consultants. 712-451-6000 code: 855563#

After adding your 3rd team member, you will be invited to stay on the Wednesday night call at 9:30 p.m. for our Leadership Call. This call helps you to help other team members.

Websites:

Please visit your own unit's website at www.unitnet.com/ _____ Your Senior Sales Director's site at www.unitnet.com/kristin please request access by stating your name and your director's name.

Visit your National Sales Director's site at www.unitnet.com/glinda And of course, be sure to check out the Educational training provided by Mary Kay inc. on your www.marykayintouch.com website under Education. The New Beauty Consultant Enrichment program will provide you with virtual training and audio lessons.