

TEAM: \_\_\_\_\_

- 1.) What is Pre-Profiling? Why is it important?
- 2.) What is the difference between a Facial & Skin Care Party?
- 3.) What is the difference in price between a Basic Set, Miracle Set & Ultimate Miracle Set? What comes in each set?
- 4.) What are the Star Consultant levels in order? Why is it important to be a Star?
- 5.) What 2 major events does the company put on for consultants?
- 6.) How do you earn the Power Start Charm?
- 7.) How do you become a Senior Consultant?
- 8.) Why is it important to bring guests to meetings?
- 9.) Why are you going to come to MNL every week?
- 10.) What is I1 Status?
- 11.) What is T Status?
- 12.) What is the Team Building Bonus for Star Consultants?
- 13.) How many team members do you need to go on target for your career car? How many do you need to finish?
- 14.) What's the difference between Active & Qualified?

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15.)What is the Mary Kay attire?

16.)What is PCP? Why is it important? How much does it cost?

17.)What are you responsible for bringing to MNL when you bring a guest for Skin Care? For Glamour?

18.)How do you earn your Red Jacket?

19.)What is a Hostess Packet? What goes in it?

20.)What is a Recruiting Packet? What goes in it?

21.)What do you give your new team members? Where do you get it?

22.)What does P&L stand for?

23.)Stars earn \_\_\_\_\_!!!

24.)How do you earn a Bronze Medal? Silver? Gold?

25.)What is Propay? Why is it important?

26.)If you have a question about a product, where do you find information about it?

27.)Why is listening to positive CD's, surrounding yourself with positive people and reading positive things so important?

28.)What is the 60/40 split?

29.)What is the Advance Brochure?

30.)How do you create closing sheets and tray inserts on MaryKayInTouch?