

Mary Kay First Steps To Success!
(New Consultant Checklist)

- 1) Make a list of 30-60 women with skin!
- 2) Log on to www.marykayintouch.com (your consultant website) and start your "First Steps" options
 - A. Establish your Mary Kay e-mail address (this cannot change, so pick something you like!)
 - B. Watch the First Steps Video on the home screen
 - C. Set up your own personal Mary Kay customer website (\$25/year)
 - D. Order your Business kit through MK Connections (\$39.95)
 - E. Sign up for ProPay credit card processing system (\$39.95/year)
- 3) Keep your business finances and personal finances SEPARATE from each other (basic business principle)
 - Open a separate checking and savings account (can be a personal accounts to avoid bank fees)
 - Open a separate expense account/credit card for business
 - If you need a banking relationship, talk to Rachell for recommendations
 - MK Chase Visa application is available through MK Connections (0% promo & cash back rewards)
- 4) Shadow Rachell or other unit members on 1-3 skin care classes so that you can see how to set up/run the class (or goto youTube and watch "Barbara Harrison's skin care class")
- 5) Begin Your "8/5/3" Challenge and your "Power Start" (see attached tracking sheet)
 Book at least 8 to be held in the first 2 weeks so that 5 will hold. Track faces for Power Start!
- 6) Begin Your "Pearls Of Sharing" **Sharing** Challenge (see attached tracking sheet)
 First Listen to the Sharing Recording @ 605-475-4099 code 213518#
- 7) Attend weekly success meetings @ Pink Possibilities Place (professional attire = skirt or dress).
 Mondays from 6:30-8:30pm / 24824 SR 54 Lutz, FL.
 If you do not live in the Tampa Bay Area (or if Wednesday night is not good), don't worry! We will get you in contact with a Sales Director/meeting in your area so you can get plugged in!
- 8) Schedule a time with Rachell either on the phone or in person where we can spend about 45 minutes to go over questions and details together.
- 9) Review the "Ready, Set, Sell!" brochure
- 10) When your Starter Kit arrives, open it and HAVE FUN! Read through all materials... everything you need to know to begin is in your Starter Kit!

Contact Information

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<p align="center"><u>Local Adoptive Senior Sales Director</u> Vicki Piccirilli 813-997-3560 vicpic@msn.com Wesley Chapel, FL www.empoweringyourvision.me</p>	<p align="center"><u>National Sales Director</u> Anita Garrett-Roe www.anitaleaders.com <u>Mary Kay Help Line</u> 1-800-272-9333</p>