

# On your Way... to becoming something More!

## *New Consultant First Steps*

Shhh.. Keep your new business a secret until you have orientation with your director. She will teach you how to share the news in a way that also books an appointment. So smart!

- 1. Be sure to get application completed and into the company.*
- 2. Get Orientation packet in your hands or via email.*
- 3. Make a list of all the women you know.. seek out 30-50 names. Use the included PEOPLE I KNOW SHEET.*
- 4. Send the list to your Director.. be sure you have phone numbers on the list.*
- 5. Have a one on one orientation with your Director live in person is best, if not then on the phone.*
- 6. Listen to all recorded messages your Director asks you to either before orientation appointment or after.*
  - Gift for getting your list to Director*
  - Gift for listening to all recordings*
  - Gift for Having Orientation within 48 hours of sending in your application.*

*"to have something you've never had before, you must do something you've never done before."*

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# New Consultant First Steps II On your way!

This is for after your orientation and assuming you have chosen to achieve the Perfect Start or the Power Start.

Focus only on One step at a time. Talk back and for with Director as you go.

**Complete each item in order and check off when finished. You will receive a prize for each of the purple items that you complete.**

1. \_\_\_\_ Select your perfect start party dates. Fill them in here \_\_\_\_\_
2. \_\_\_\_ Practice the PS conversation 20 times.
3. \_\_\_\_ Practice the PS conversation with your Director.
4. \_\_\_\_ Listen to the recording about inventory again to make a smart business decision.
5. \_\_\_\_ Read everything given about inventory and free product bonuses that are available.
6. \_\_\_\_ Make an inventory decision within 24-48 hours after completing orientation with Director.
7. \_\_\_\_ Log onto Mary Kay's website at [www.MaryKayInTouch.com](http://www.MaryKayInTouch.com) and order your SMART START. (Personal website, preferred customer enrollment, Initial Business Cards.)
8. \_\_\_\_ Get your ProPay account activated so that you can take credit card sales immediately.
9. \_\_\_\_ Have your Director place your initial order and include your own personal use needs.
10. \_\_\_\_ Begin booking hostesses and email director with names/dates/phone numbers of bookings.
11. \_\_\_\_ Run to the phone and txt Director when your 8th hostess is booked! (step 1 for Perfect Start)
12. \_\_\_\_ Begin using the Ultimate Miracle set on your own skin every morning and night. Use the flipchart to speak out loud the names of product and steps that you are doing. Do this at least 7 times before your first appointment.
13. \_\_\_\_ Put together 8 Hostess Coaching Packets in a gallon sized zip lock bag. (1-300 Pinkalicious Shot, 1-Outside Order Sheet, 5-sales tickets, 3 look books)
14. \_\_\_\_ Give each Hostess her Hostess Packet within 2 days of calling her to ask her to host. In the future, keep these packets in the car and have them on hand to give to those who book with you at your next appointments.
15. \_\_\_\_ Attend the next 6 training events also called "Unit Meetings," "Success Meetings," or "Sales Meetings."

**Turn this in to your Director ASAP when completed!!**

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