

# 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 forth 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!!**

**Stay in touch with Karen: [kcolemkay@comcast.net](mailto:kcolemkay@comcast.net) or 410-459-3766**