

# MARY KAY

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## **WELCOME to our Unit—Kathy's Kamp!**

Congratulations on your decision to become a Mary Kay Independent Beauty Consultant. Mary Kay, the person and the company is truly a blessing to all who experience it's philosophy, goals, innovation and reputation! Mary Kay Cosmetics has just celebrated 50 years of business. What better time to become associated with such a wonderful company? Mary Kay's dream became a reality in 1963 and today represents one of the most respected companies in the world. It was built on the Golden Rule and setting the priority of God first, Family second and Career third. Today it is a totally debt free company and our brand has been number 1 in skin care and cosmetics for over 15 years in a row!

Our unit number is MY31 and we are a part of the Go Give Area of the Sapphire Division. Our Senior Director is Future Executive Senior Sales Director Elizabeth Poole of Myrtle Beach. I want you to be confident that I will do anything within my power to help train you so that you may become successful in your business. We have a wonderful **TEAM** of women that work well together and help encourage and support each other. **T**ogether **W**e **A**ccomplish **M**ore!

Our meetings are on Thursday nights (including fellowship time, meeting recognition and challenges) and you can bring guests to facial and "*EARN WHILE YOU LEARN*". We meet at Lakewood Baptist Church in Georgetown. We also have an adopted meeting place on Mondays in Florence with Sales Directors Paula Baker and Ashley Watson. Plugging into meetings is so important to build your confidence, experience the consultant sisterhood and your training experience will be invaluable! Mary Kay always said, "Those that show up go up!". The Mary Kay "in touch" on the website is a valuable resource—take advantage of all there is to experience there! Your first goal should be to complete the "Silver Wings" program. The NEW "Start Something Beautiful" magazine which will arrive in your starter kit is AMAZING and has lots of wonderful information! Make sure you watch your skin care class DVD many times.

As a new consultant, I strongly urge you to start scheduling and holding your first appointments as soon as you receive your Starter Kit, because what you lack in experience you can make up for in enthusiasm! Although you'll have the opportunity to take advantage of continuous education in your Mary Kay business, activity will provide your greatest sense of learning. Mary Kay herself often said, "You can do everything right with the wrong attitude and fail to succeed, but you can do everything wrong with the right attitude and succeed beyond your dreams!" The first few weeks of your Mary Kay business can really set the pace for your future.

I am so excited for you and consider it a privilege to be on this journey with you. You will want to try all the products and start working on your contact list. Have fun dreaming about all that Mary Kay can mean to you and your family.....then let's get to work!

**"THE HEAT IS ON!"**

Please feel free to call me if you have any questions!

Kamp Kisses,  
Kathy Newton



**"For I know the plans I have for you, declares the Lord,  
plans to prosper you and not harm you,  
plans to give you hope and a future." Jeremiah 29:11**