

Name: \_\_\_\_\_

Start Date: \_\_\_\_\_



### Step #1 = Get plugged in ~ attend your weekly meeting

You will be presented with your consultant logo pin at your first meeting. Bring 5+ guests to an event in your first 30 days to earn your jeweled calculator. Please be sure to wear business attire (never pants)! Submit for your prizes as you earn them, we want to celebrate you along the way.

**CELEBRATE!!!**  
You earned your Calculator



### Step #2 = Sell 10+ items BEFORE your Starter Kit arrives

[Print this order form](#) and use the current [Look Book](#) to make your first sales. Sell 10+ items to your first customers before your kit arrives to earn the money bag.

**CELEBRATE!!!**  
You earned your Money Bag



### Step #3 = Review inventory options for new Consultants

GETTING STARTED: Mary Kay Inventory Options

YouTube



Please have the Ready, Set, Sell brochure on hand as you watch the video. There are time sensitive bonuses available just for you, as a new Consultant.

[Ready, Set, Sell](#)  
(best viewed in 2 page format)  
[Initial Inventory Bonus Chart](#)  
[Inventory Options Worksheet](#)  
[Information for Your Husband](#)



### Step #4 = Find your first customers

[Click here](#) or you may use page 11 of your "Start Something Beautiful" magazine that comes in your starter kit. Start booking right away, if your kit has not arrived yet - it won't be long now.

[Click here for a great tracking sheet and scripts to help you get started.](#)

Beginning with your first party or facial, when you...

Complete 15 facials in two-weeks = Perfect Start Charm

Complete 30 facials in one-month = Power Start Charm

Complete 30 facials AND 6 sharing appointments in one-month = Power Start Plus Charm

**CELEBRATE!!!**  
You earned your Charms



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### Step #5 = Go through your Starter Kit



Review the "Start Something Beautiful" magazine and unpack all of your new products. They are all sanitary to use for yourself and for demonstration purposes except for the mascara, so start using them and fall in love with the products you now offer!



### Step #6 = Consultant First Steps on InTouch

Complete your Signature Look by logging on to [www.marykayintouch.com](http://www.marykayintouch.com) with your Consultant ID and creating a password. Set up your Mary Kay Web Site for only \$25.00 (that pays for your entire 1st year!) a \$50 value! Order your Business Card Kit, place cursor over "Ordering", click on "MK Connections", then click on "Business Marketing" (be sure to include your web site address on your cards). A \$73 value for only \$39.99. Set up your ProPay Account so you are able to process debit/credit cards, place cursor over "Ordering", click on "MK Connections", then click on "ProPay". It is only \$39.95 for the first year.



### Step #7 = Earn your pearls of sharing

It's simple and fun, all we do is choose women in your life that you love, tell them about our marketing plan, they ask questions, you hear me answer and learn! We will set up times in your first two weeks to have your first trainings on the marketing plan, and earn your Pearls of Sharing! This is what you do: Have her review the Opportunity information, submit a feedback form, then we set up a quick meeting or 3-way call to answer her questions. Do this with as many as possible so you can learn how to share, whether she's interested or not. When you share, you can earn great prizes:

- 1st 3 sharing appointments = Earrings
- 3 more = Bracelet

Add 1 personal team member in your first month who places a \$600+ wholesale order = Necklace  
BONUS: 15 sharing appointments and 2+ new personal team members in your first 30 days = Tote

**CELEBRATE!!!**  
You earned your Pearls of Sharing



### Step #8 = New Consultant Silver Wings Scholar Program

[Click here to get started.](#) Please let me know when completed.



### Step #9 = Open a separate checking account

This isn't a business checking but a FREE personal checking account from a bank like Wells Fargo, Bank of America or Chase that is separate from your personal accounts. This will make tax time so much easier. BE SURE TO GET A DEBIT CARD TO GO WITH THE ACCOUNT. Deposit your first sales funds and place your initial inventory order to earn your checkbook cover.

**CELEBRATE!!!**  
You earned your Checkbook Cover



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**Step #10 = Earn your Advanced Color Consultant Badge**

Earn your badge from the company to proudly display on your personal website, business cards, and facebook. Earn your business card case as an extra bonus by completing the Portfolio below.

[Quick Start Guide](#)   [Start Here Now](#)   [Color Confident Portfolio](#)

**CELEBRATE!!!**  
You earned your Business Card Case

Earn the *Advanced Color Consultant Badge*



**Step #11 = Get connected and stay connected as a Unit**

Make plans to attend events and celebrations (yes, we love to have fun!). Please add my contact information to your contacts. You will want to bookmark/favorite this website, so you can check back often - as we are continually adding new contests, ideas, recognition and tools for your support. Please submit forms for prizes you earn, as we are always looking to celebrate your success!



**Step #12 = Start great habits**

Be a GREAT time and money manager by using your [Weekly Plan Sheet](#) | [Excel](#) and your online [Weekly Accomplishment Sheet](#) (WAS). This is also a very simple way to keep track of sales for your tax purposes - you'll love it! Submit your weekly plan sheet and \$1000+ in Retail Sales through WAS during your first 60 days to earn your watch.

**CELEBRATE!!!**  
You earned your Watch



**Step #13 = Communicate with me**

My priorities are (1) my personal business, (2) new consultants and (3) unit members who have big goals. Communicating with me for your first 6 weeks is essential. You are free to email, text and call my cell anytime. NEVER feel like you're bothering me! I LOVE hearing your good news, questions and concerns!



**BONUS PRIZE!**

Complete the "13 Steps" above, earn ALL 12 prizes to receive your bonus "13th" PRIZE.  
Your future is so bright, you definitely need shades!

**CELEBRATE!!!**  
You earned your Sunglasses

