

Stacy's VIP's

New Consultant Check List - Week 1

Date Week 1 Started _____

- I have watched the Skin Care Class DVD, organized my starter kit & tried all the products inside!
- I have talked with my Sales Director about inventory and scheduled my business debut skincare party!
- I have started my contact list of 50 women!
- I have attended my 1st Weekly Success Meeting!
- I have opened a separate checking account!
- Log on to marykayintouch.com, put in your consultant number & create a password. On the home page there will be boxes for the following:

_____ *“Welcome to Mary Kay” click on it and watch.*

“Getting Started” “5 Easy Steps to Jumpstart Your Bus.”

- _____ **1. Sign up for your personal Mary Kay Website (50% Off)**
- _____ **2. Getting free Product Bonuses (ONLY Do with Director)**
- _____ **3. Getting your business essentials kit (40% Off)**
- _____ **4. Creating your customer list (after your debut party)**
- _____ **5. Creating a buzz about your business**

- “The Silver Wings Scholar Program (Box on home page) Complete Session 1 “Making Time Work for You”
- Click on the ordering tab & Sign up for your Propay Acct.**
- I have scheduled & held my 3 sharing appointments with my director to earn my Pearl earrings.
- I have placed my first inventory order with my directors help

I Completed Week 1 & earned my Mary Kay Money Bag!

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New Consultant Check List - Week 2

Date Week 2 Started _____

- I have done my Weekly Plan Sheet for this week.
- I completed my 1st Weekly Accomplishment Sheet on line at marykayintouch.com & submitted to my director
- I have scheduled 3 more interviews with my director ***earned my Pearl Bracelet!***
- I attended New Consultant Boot Camp Training
- I held my Business Debut Party!
- I have scheduled guests for the Monday Night Success Mtg & make-overs!
- I have attended my 2nd Weekly Success Meeting
- I have signed up for the monthly incite CD Series on marykayintouch.com
- Log into marykayintouch.com. Click on the Education tab. Click on consultant education. Click on Silver Wings Scholar Program. Complete Session 2 “Building A Customer Base,” Session 3 “Coaching the Hostess” & Session 4 “Selling & Inventory

I Completed Week 2 & earned my Mary Kay Calculator!

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New Consultant Check List - Week 3

Date Week 3 Started _____

- I have done my Weekly Plan Sheet for this week
- I completed my 2nd Weekly Accomplishment Sheet on line at marykayintouch.com & submitted to my director
- I have scheduled 3 interviews with my Director.
- I have researched the Preferred Customer Program & started to enter my customer's information on marykayintouch.com
- I have scheduled guests for the Monday Night Success Mtg & Makeovers.
- I have held my first skincare class!!!
- I have attended my 2nd Weekly Success Mtg
- Log into marykayintouch.com. Click on the Education tab. Click on consultant education. Click on **Silver Wings Scholar Program**. Complete Session 5 "Overcoming Objections."

I Completed Week 3 & earned my Mary Kay Business Card Case!

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New Consultant Check List - Week 4

Date Week 4 Started _____

- I have done my Weekly Plan Sheet for this week
- I completed my 3rd Weekly Accomplishment Sheet on line at marykayintouch.com & submitted to my director.
- I have started listening to the Million \$ Msg 641-715-3900, access code 44336#.
- I have completed at least 20 Faces Towards My Power Start.
15 done = My Perfect Start Pin!
- I have scheduled 3 guests for the Monday Night Success Mtg & Makeovers.
- I have attended my 4th Monday Night Weekly Success Mtg!
- Log into marykayintouch.com. Click on the Education tab. Click on consultant education. Click on **Silver Wings Scholar Program**. Complete Session 6 "Planning Your Work" & Session 7 "Goal Setting."

I Completed Week 4 & earned my Mary Kay Checkbook Cover!

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New Consultant Check List - Week 5

Date Week 5 Started _____

- I have done my Weekly Plan Sheet for this week
- I completed my 4th Weekly Accomplishment Sheet on line at marykayintouch.com & submitted to my director
- I am continuing to listen to the Million \$ Msg 641-715-3900, access code 44336#.
- I have scheduled guests for the Monday Night Success Mtg & make-overs
- I have attended my 5th Monday Weekly Success Mtg!
- I have completed 30 faces in 30 days! I completed my 1st Power Start and earned my: ***Power Start Pin!***
- I have completed 10 interviews with my director & 30 faces in 30 days! ***I have earned my Power Start Plus Pin!***

- Log into marykayintouch.com. Click on the Education tab. Click on consultant education. Click on **Silver Wings Scholar Program**. Complete Session 8 "Getting Organized" & Session 9 "Positive Impressions."

I Completed Week 5 & earned my Mary Kay Key Chain!

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New Consultant Check List - Week 6

Date Week 6 Started _____

- I have done my Weekly Plan Sheet for this week
- I completed my 5th Weekly Accomplishment Sheet on line at marykayintouch.com & submitted to my director
- I am continuing to listen to the Million \$ Msg 641-715-3900, access code 44336#.
- I have scheduled guests for the Monday Night Success Mtg & make-overs
- I have attended my 6th Monday Weekly Success Event!
- I have placed at least one 50% reorder to restock my shelves.
- I have created a goal poster

- Log into marykayintouch.com. Click on the Education tab. Click on consultant education. Click on **Silver Wings Scholar Program**. Complete Session 10 "After the Sale" & Session 11 "Start Up Tools."

I Completed Week 5 & earned my Mary Kay Sunglasses!

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New Consultant Check List - Week 7

Date Week Started _____

- Log into marykayintouch.com. Click on the Education tab. Click on consultant education. Click on **Silver Wings Scholar Program**. Review Session 13 "Sample Dialogues" & Session 14 "In Touch Tour & Resources."

I Completed All 7 Weeks & earned my Mary Kay Tote!

Congratulations on all your consistent efforts through the checklists. These are designed to get you off to the best Powerful Start Possible!

You are ready for advanced training. I encourage you to continue on through the entire "Silver Wings Scholar Program" for continuing education.

Things you will want to continue doing:

The Million \$ Message
Monthly Power Starts (30 faces in 30 days)
Team Building Interviews with your Director
Weekly Plan Sheet
Weekly Accomplishment Sheet
Monday Night Weekly Success Meetings