

What's Next? New Consultant First Steps

13 Steps to get your Business Off to a Great Start!	
1	Open Up & Organize Your Starter Kit & Review the Training Materials (it will arrive 3 to 5 days from when you signed your Agreement)
2	Meet with your Sales Director &/or Recruiter to review "First Steps"
3	Visit our Future National Area's Website – www.everhartnationalarea.com (password "onfire") and review "New Consultant" section
4	<p>Visit Mary Kay's website for Consultants (www.marykayintouch.com). Enter Consultant ID # _____. Create a Password _____.</p> <ol style="list-style-type: none"> Click on "Act Now" in the "Take Your First Steps" box to take advantage of special offers. <ul style="list-style-type: none"> Get FREE "Look" from Mary Kay with initial qualifying order (by _____ date) Get your FREE Product Bonus (by _____ date) Sign up for your own Mary Kay website for half-price (just \$25 for your first year). Order your Business Cards: Order a Business Kit for just \$39.99 (which includes 250 business cards, 1,000 Product Labels, a Stamp for catalogs & your MK name tag). Complete the "Silver Wings Scholar Program". (Go to "Education"- "Consultant Education"- "The Silver Wings Scholar Program") Sign Up for ProPay to process Credit Cards/Debit Cards (Go to "Ordering" – "ProPay" – "Sign Up") – it only costs \$39 for one year)
5	<p>Schedule Your Business Debut – this is the "Grand Opening" of your business. Invite ALL of your friends, family, co-workers, neighbors, acquaintances, etc. (See Page 8)</p> <ul style="list-style-type: none"> Date/Time: _____ Fill Out We're Taking Off Sheet (one page 6) with everyone you know who has skin. Send invitations so they receive them one to two weeks prior to party. Go to www.marykayintouch.com – "Business Tools" – "Starter Kit Information" – "Business Debut Invitation" – there are 4 to a page (postcard size). Print them on cardstock paper. Call EVERYONE in addition to sending out invitations and ask them to hold the date!
6	<p>Complete your Perfect Start & Power Start and become familiar with the products (See Page 7)</p> <ul style="list-style-type: none"> ___ Perfect Start: 15 Faces in 15 Days (Earn Pin) ___ Power Start: 30 Faces in 30 Days (Earn Pin) Use all Mary Kay products head to toe and get rid of all those others brands you used to use! Study the Look book to become familiar with products. Review New Consultant Guide in Starter Kit. Visit "Product Central" on www.marykayintouch.com.
7	<p>Earn Your Pearls of Sharing (See Page 9)</p> <ul style="list-style-type: none"> Complete 3 team-building appointments in your first week – Earn Pearl Earrings Complete 3 team-building appointments in your 2nd week – Earn Pearl Bracelet Add your first team member in your first month – Earn Pearl Necklace
8	<p>Observe 3 Skin Care Parties with your Director or Recruiter. Watch the Skin Care Party DVD in your Starter Kit 4 times.</p>
9	<p>Open Separate Bank Account. Go to banks that offer FREE checking and a debit card. Keep personal finances separate from your MK business finances. Open a personal account (not a business account).</p>

10	<p>Training</p> <ul style="list-style-type: none"> • Attend Local Weekly Success Events – <u>Tuesdays at 6:30pm – Brandon, FL</u> The Pink Cadi-Shack 1715 Kings Ave. Brandon, FL 33511 Located in the Kings Ave Executive Park First Week Free then the cost is \$7.00 per week • You will gain skills, training, confidence and support • Always bring a notebook and pen to take down notes and great ideas • Bring 5 guests to the Success Events in your first 4 weeks as part of your education/practice. Honor Mary Kay by always wearing a skirt and blouse or dress (no pants please) to Success Events and business functions and wear your Mary Kay logo pin at all times. • While Success Events are not required, if you want to be successful in your business, you will need education and the best education provided at our Success Events “<i>those who show up, go up!</i>” • Listen to Live Weekly Conference Calls and Pre-Recorded Training Calls (See page 15)
11	<p>Inventory</p> <ul style="list-style-type: none"> • Discuss Inventory with your Sales Director. Inventory is not mandatory, but is recommended (read information on pages 10-13. • Discuss Financing Options with your Sales Director. • Make your inventory decision and then work with your Director to place your initial customizable order to be sure you take advantage of all your FREE PRODUCTS you receive with your first order (anywhere from \$200 to over \$700 of free product).
12	<p>Stay in Touch with your Sales Director</p> <p>I work closely and commit my time to those who are consistently working. I match my time with your efforts. Don't hesitate to call with questions. Turn in your “Weekly Accomplishment Sheets” each week. Go to www.marykaintouch.com – “Business Tools” – “Weekly Accomplishment Sheets”.</p>
13	<p>Have Fun and Enjoy this Business!</p> <p>This is an amazing opportunity and you deserve to reap all of the benefits it has to offer. Remember that enthusiasm is your best sales tool! Concentrate on helping others and in doing so, you will help yourself! Always use the Golden Rule: Treat others the way you want to be treated!</p>