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## New Consultant Packet #2

### Cover Sheet

Welcome to part two of your New Consultant training. By now you should have completed all of the activities on the “New Consultant Check List #1” and handed that check list in to me to receive your beautiful Mary Kay Calculator and this training. You are well on your way to getting your business rolling strong!

This New Consultant Training #2 consists of:

- This cover sheet
- “New Consultant check List #2”
- “Party With Me for \$100 Free” hostess sheet
- “PS Booking Script & Hostess Coaching,” “Alternative Script for Booking,” Guest invitation & instructions
- “Power Start Plus” (goal sheet to track your PS and Pearls!)
- “What a Woman Wants” Close sheet (for customers’ first appointment)
- “Color Me Beautiful” close sheet (for customers’ second appointment)
- “Hostess Coaching check List)
- Pearls of Sharing flier
- Dialogue for scheduling practice interviews to earn Pearls of Sharing
- Four prize vouchers on one sheet

It’s VITAL that you get started right away at the activities listed on that check list, because you can earn a FABULOUS Mary Kay watch when the check list is completed and given to me within **two weeks of receiving this packet.** So, be sure you fill in all the blanks on the top of the form so you are carefully tracking the two week time period, and then start working your way through the task list.

Also, you’ll win some WONDERFUL jewelry prizes when you complete the action steps for any of the five vouchers that are enclosed (and explained on the check list). This is an EXCITING time in your business — many a race is won at the starting gate, so my hope is that you’ll work hard these next couple of weeks to be a WINNER in your business. It could make a tremendous difference in the rest of your life!

By the time you have finished this two step New Consultant Training program (Training #1 & Training #2), you will be holding skin care classes, MAKING MONEY, and moving upwards into a leadership position — complete with all the prestige and recognition that goes with leadership in this great company — if leadership is your heart’s desire.

Congratulations in advance for a job well done! I’m looking forward to presenting you with your Mary Kay watch and other jewelry prizes offered in this packet!

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# NEW Consultant Check List #2

Name: \_\_\_\_\_ Phone: \_\_\_\_\_ Recruiter: \_\_\_\_\_

Date this packet was received: \_\_\_\_\_ Date this completed form to Jennifer \_\_\_\_\_

**Check off all areas on this list and give to Jennifer within two weeks of receiving this training packet and you will EARN Mary Kay Watch!**

## Check when Completed

- \* \_\_\_\_\_ Put YOUR information (name, phone#, etc.) on the “Party With Me for \$100 Free” hostess sheet enclosed and make several color copies.
- \* \_\_\_\_\_ Be prepared with guest invitations. (You can use the invitation example enclosed in this packet or create/purchase your own.)
- \* \_\_\_\_\_ Make at least 10 copies of the “Hostess Coaching Check List — 13 Steps to Developing A Perfect Class. It’s a good idea to use one of these forms to keep you on track with every Party (aka Skin Care class) you hold in your career.
- \* \_\_\_\_\_ Create at least 10 hostess packets with the following in each: “Party With Me for \$100 Free” hostess sheet, two Look Books, and a recruiting brochure of your choice.
- \* \_\_\_\_\_ Make 20 or more color copies of the two enclosed close sheets: “What a Woman Wants” and “Color Me Beautiful” to use at parties and makeovers.
- \* \_\_\_\_\_ Observe at least two Parties (aka Skin Care class) in the field, other than Director.
- \* \_\_\_\_\_ Watch the Skin Care class DVD included in your Starter Kit (at least 3 times) and refer to the Skin Care Class Guide also included in your Starter Kit.
- \* \_\_\_\_\_ Using either of the enclosed booking scripts, book your Perfect Start (book 8 parties in a two week period of time — to assure at least 5 will hold). And remember, a Power Start is two back-to-back Perfect Starts. So, if your goal is to hold a Power Start, you can either book 16 classes in the 30 day period — to assure 10 will hold— before you begin holding classes, or book the Perfect Start 8 classes for the first two week period & make CERTAIN you book no less than two more classes — within the 30 day deadline—from each of those first five Perfect Start Classes that hold. The choice is yours. (Your New Consultant Training #1 included a “Getting Ready to Take Off” form on which you listed several booking and recruiting prospects.) BE SURE YOU USE THE ENCLOSED “HOSTESS COACHING” TRAINING THAT IS ATTACHED TO THE BOOKING SCRIPTS.
- \* \_\_\_\_\_ Call Jennifer with the 8 bookings and allow her to schedule a training with you re: preprofiling guests from one of those bookings.
- \* \_\_\_\_\_ Complete pages 32-68 of “Business Basics”
- \* \_\_\_\_\_ Complete your “Weekly Accomplishment Sheet” on [www.marykayintouch.com](http://www.marykayintouch.com) and forward it to Jennifer (even if everything is zero’s).
- \* \_\_\_\_\_ Call Jennifer and discuss the people on the “Recruit Prospect” side of the “Getting Ready To Take Off” form that was included in your New Consultant Training #1 packet. (The people you list can be local or out of town.) LET’S EARN YOU SOME PEARLS! We will set a goal date together to complete those practice interview presentations based on your scheduling preferences.
- \* \_\_\_\_\_ Attend your Weekly Success Meetings.
- \* \_\_\_\_\_ Keep the prize voucher sheet in front of you & work the deadlines so you earn the prizes! (Turn them into Jennifer as prizes are earned).

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# You're OFF to a PERFECT START!

## Voucher #1 COMPLETE WITHIN 2 WKS OF RECEIVING THIS PACKET

Check when completed

1. Observe three Skin Care class \* \_\_\_\_\_
2. Highlight 8 appointment slots on datebook in two week period. \_\_\_\_\_
3. Schedule 8 skin Care Classes \* (in order to hold 5). \_\_\_\_\_
4. Call Jennifer with 8 Skin Care Class\* hostess names, phone #'s, & dates \_\_\_\_\_

GET THIS COMPLETED VOUCHER #1 TO Jennifer and  
**EARN MONEY BAG OR 5 "Mary Kay Enriching Women's Lives" Pens!**

Name: \_\_\_\_\_ Phone: \_\_\_\_\_ Recruiter: \_\_\_\_\_

Date training packet received: \_\_\_\_\_ Voucher completion Date: \_\_\_\_\_

## Voucher #2 COMPLETE WITHIN 3 WKS OF RECEIVING THIS PACKET

Check when completed

1. List 5 local and/or out-of-town people to share Career Info with and call Jennifer with list. \_\_\_\_\_
2. Observe 3 training interviews. \_\_\_\_\_

GET THIS COMPLETED VOUCHER #2 TO Jennifer and **EARN PEARL EARRINGS!**

Name: \_\_\_\_\_ Phone: \_\_\_\_\_ Recruiter: \_\_\_\_\_

Date training packet received: \_\_\_\_\_ Voucher completion Date: \_\_\_\_\_

## Voucher #3 COMPLETE WITHIN 30 DAYS OF RECEIVING THIS PACKET

Check when completed

ADD one personal team member within 30 days of signing Agreement \_\_\_\_\_

GET THIS COMPLETED VOUCHER #3 TO Jennifer and **EARN PEARL of SHARING NECKLACE & SENIOR CONSULTANT PIN ENHANCER!!**

Name: \_\_\_\_\_ Phone: \_\_\_\_\_ Recruiter: \_\_\_\_\_

Date training packet received: \_\_\_\_\_ Voucher completion Date: \_\_\_\_\_

## Voucher #4 COMPLETE WITHIN 3 WKS OF RECEIVING THIS PACKET

Check when completed

1. Hold 5 Skin Care Classes\* in 2 weeks. \_\_\_\_\_
2. Call Jennifer after each of those 5 Skin Care Classes is held. \_\_\_\_\_
3. Turn in "What Women Want " close sheet for Skin Care Class follow up. \_\_\_\_\_

GET THIS COMPLETED VOUCHER #4 TO Jennifer and **EARN "PS" PIN!**

Name: \_\_\_\_\_ Phone: \_\_\_\_\_ Recruiter: \_\_\_\_\_

Date training packet received: \_\_\_\_\_ Voucher completion Date: \_\_\_\_\_

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**When you work "FULL CIRCLE," you will earn  
all of the above prizes!**

\*Skin Care Classes have 3 to 6 in attendance...supported by "What Women Want" close sheets.

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