

Full Circle Success

Our business model is so simple, but yet so brilliant. Mary Kay was a master at direct selling and built this company by taking a handful of consultants and working full circle skin care classes over and over. Your classes will be the foundation of your business so master them. The flow of our business is: Book, Sell, Book, Recruit.

Book

It all begins with a booking. Coaching the hostess lays a solid foundation. View the hostess as your business partner and show her how to get the products that she wants to earn. The booking and coaching is the work and the class is the paycheck. You will get paid according to how well you do the work.

Sell

Mary Kay always said, "Nothing happens until somebody sells something." Help them fall in love with our products. Perfect your presentation and your close. Transfer your love and enthusiasm of our skin care, color, fragrance and spa items! Do a powerful close and always meet with everyone one-on-one after the party.

Re-Book

Your goal is to re-book everyone their for their own skin care party. A person that you only see once may not consider you their consultant, but when you see that person for a second time, the relationship is cemented. You show them you care about more than just the one time sale. Be fun, make them fall in love with you, and find out what they want to earn. Mention follow-up facials all through the class. Do their full glamour look only at their follow-up!

Recruit

Your best prospects are your hostess and customers. Use the 4 point recruiting plan that Mary Kay designed. Mary Kay asked us to "pass it on" and share this incredible opportunity. Tell your I-Story with passion, listen to what their needs are, and ask if they would listen to what Mary Kay has to offer. It is one of the most rewarding parts of our business.

Welcome to Girl's on Fire

I envisioned a company in which any woman could become just as successful as she wanted to be. The doors would be wide open to opportunity for women who were willing to pay the price and had the courage to dream."

-Mary Kay Ash



"Today I begin a new Life"
-Og Mandino

Welcome to Mary Kay

You have just become a part of a company unlike any other! We are so thrilled to welcome you to our team and I look forward to helping you step-by-step towards your goals and dreams. This is **your** business and I am looking forward to creating a business plan with you that works with **your** life and **your** circumstances.

“The only way you can fail is to quit.”

Your most important job right now is to DREAM! Dream big! Dream of what you can accomplish and become with your new business. Dream about what it will feel like when you achieve your goals. Dream about what it will feel like to be debt free, to drive a free car, to buy your dream house, family vacation, or whatever is in your heart!



I am your business coach. My job is to provide training, help set short-term and long-term goals, and help you develop a customized business plan. There are many systems in place for education and motivation. It is important to stay connected. Reach out. Take advantage of all of the resources that are there for you.

“You begin that journey toward success by following two rules. 1, Get started. 2, Don’t quit!”

-Mary Kay Ash

Love and Belief,

Debbie Muscutt

(541) 409-0151

Email: deborah.muscutt@gmail.com

Team Website: www.girlsonfireunit.com

Facebook Page: www.facebook.com/debbie.muscutt

(Join Girls on Fire Group)

Training Notes

The BEE Program

Work your business and Earn YOUR Bees....
Get money back from ME at the end of each quarter.
Why not you?

You MUST Turn in your Weekly Accomplishment Sheet to qualify that week
AND
Listen to 4 of 6 Hotline Messages (641) 715-3900 passcode 44336
BEES are redeemable in RETAIL Product of your choice at the quarter end
OR
CASH at the next MK event you attend

Must complete each task in the same week to earn a BEE
Each BEE is worth \$2.00 CASH or CREDIT

- ⇒ \$300 Sales Week
- ⇒ 3 Interview Worksheets Completed
- ⇒ 3 Parties (3 or more guests)
- ⇒ Attend 1 Weekly Meeting
- ⇒ NEW Qualified Team Member
- ⇒ BEE a Power Player (Month End)
 - ⇒ \$5 BEE for Bronze
 - ⇒ \$7 BEE for Silver
 - ⇒ \$10 BEE for Gold
 - ⇒ \$20 BEE for Platinum
- ⇒ STAR at Quarter End \$10 BEE



*Debbie Muscutt

Your Sales Director

Began Business: Feb 2006



Joining Mary Kay was never an adventure Debbie pictured for her life her career. Working as a bank manager 50-60 hours a week, with 3 kids and a husband at home, Debbie found herself exhausted. She was living paycheck to paycheck and new something had to change. Little did she know that Mary Kay would be that change! She had been using Mary Kay products for over 20 years but never had a facial or party until February of 2006. That's where she fell in love with this business. The next month she attended Career Conference where she met and listened to the amazing NSD Mona Butters, and she was hooked. Just 4 months after starting her Mary Kay career she earned the use of her first career car. Her family was proud of her and she had no idea that it would be so much fun!

The decision to advance to directorship with her fantastic team of women gives Debbie the opportunity to replace her corporate career full time so she can have the freedom and flexibility to spend time with friends and family.

"Mary Kay offers many things: financial freedom, dear friendships, and amazing personal growth. The most enriching part of Mary Kay is the journey you watch others take. The path of endless support and encouragement that leads them to the success and dreams they never thought possible. There is never a reason for anyone to think they are not good enough. Everyone is good enough to dream and reach the impossible. If Mary Kay teaches us anything, it's that we can fly."

*Mona Butters

Your National Sales Director

Mona signed her Beauty Consultant Agreement in March 1976. She became a Sales Director in 1979. She was the #1 Sales Director in Iowa for 13 years, She was the #1 Sales Director in her Seminar affiliation for 2 consecutive

In 1984, just 5 years after she debuted as a Sales Director, she was crowned the #1 Sales Director in her division. She has been named in the Top 10 Nationally ten times and in 1996 she reached the Million Dollar Circle of Excellence. She was the first Director in Iowa to accomplish the Million Dollar Club. Since then she has seen the world! She has traveled on 27 Top Director and NSD trips to Italy, France, Germany, Australia, Greece, and 25 other countries around the world.

Mona has been driving a new Pink Cadillac every other year since 1980. She is currently driving the XLR Convertible. In addition to the Cadillacs, Mona has earned diamond rings totaling 28 carats of diamonds, fur coats, and many other prizes.

Mona debuted as a National Sales Director in January of 1997. Mona was recognized as being a member of the prestigious Gold Circle. Mona is married to Ken Butters and has three children – Stephen, Mark, and David.

People limit themselves to what they think they can do. You can go as far as your mind lets you. What you believe, remember, you can achieve.”

-Mary Kay Ash



My Goals and Dreams

Jot down some goals for personal, family, business, financial, and spiritual to brainstorm for your goal poster:

Short-Term

Daily	
Weekly:	
Monthly	
Quarterly	

Long-Term

6 months	
1 Year	
5 Years	
10 Years	

Taking Care of Business:

Open a separate checking account for your business. Everything you make will go into that account and everything you spend for your business will come out of that account.

Go to: www.marykayintouch.com to complete the following:

Set up your Personal Mary Kay Website - \$25 special for the first year as a new consultant.

Sign up for Propay to accept credit card payments. (InTouch/Ordering/ProPay)

Order business kit with business cards, labels, name tag and stamp. (InTouch/Ordering/MK Connections)

The Mary Kay Image:

We want to represent Mary Kay and her legacy by the way we carry ourselves, our attire, our makeup, our hair, our attitude, and our joy! We are in the image business and like it or not, people size you up in **15 seconds**. This will also carry over into your business...People want to work with successful people. Even if you are new ~ fake it until you make it!

Mary Kay asked her consultants to wear a skirt or dress when conducting our business or attending events. Your shoes should be clean and professional. Give yourself a fresh MK face, using www.marykay.com personal makeover section for tips.

If someone hasn't complimented you on your hair in a while, NSD Gloria Mayfield Banks says, "Grow it, cut it, dye it or buy some more of it!"

Always walk into your success events and skin care classes with a positive attitude, paying attention to how you can make others "feel important." This is the Mary Kay Go-Give Attitude!

"Over the years, our independent sales force has earned a reputation for being professional and feminine. This image includes a friendly smile, a courteous manner and a positive attitude."

-Mary Kay Ash

Creating Your I-Story

At every party, tell your heartfelt, powerful 2-3 minute I-Story. Women buy from companies and people whose stories they love. Make them step into your story and have the feeling, "If she can do it, why can't I!" You need to make people laugh and also have emotions of wanting more in life. You never know who's sitting there that needs more!

Important: Once you are done, share your I-Story with Debbie. She is excited to hear it and will offer feedback if you want it.

Questions to Help you Create Your I-Story:

- What were your thoughts about Mary Kay before trying the products or hearing the facts about the opportunity?
- Did you love the products? Did you buy anything? Was money tight for you?
- Where do you currently work?
- What were you dissatisfied with in your life before Mary Kay?
- What hope did you find when you heard what Mary Kay had to offer?
- When you heard about the opportunity, what were your thoughts and feelings?
- What part of the marketing plan impressed you? Why?
- Did you know you could make that kind of money in Mary Kay?
- What did you see in the successful women in Mary Kay that you wanted?
- When you signed your agreement, were you nervous, scared, etc.?
- When you woke up the next morning, what were your thoughts?
- Were there any negative people in your life that wanted you to not be a part of Mary Kay?
- What is your purpose?
- Why did you make the decision?
- How have you grown in Mary Kay?
- What are your goals?
- What success have you seen in yourself and others?

Tips:

- Do not talk about other Direct Sales Companies.
- Do not say, "I thought Mary Kay was like the Ding Dong Lady."
- Do not say, "I thought Mary Kay was for Old Ladies or blue hair ladies." Remember, we have many successful mature women in Mary Kay.

Have fun creating your story with passion and charisma.

10 Steps to Moving UP

1. **Attend All Functions:** Your attendance shows your director that you are ready and willing to move up. It sets a good example for your team. It keeps you motivated to stick to your goals. Make it your goal to bring at least one guest to every function so you earn while you learn. In my professional opinion, Career Conference and Seminar are not optional if you are wanting to move up.
2. **Have Daily, Weekly, Monthly and Yearly Goals:** This is important in all aspect of life: health, wealth, family, business, spiritual and social. Look at what your ideal picture of each of those areas would be and find out what it would take to create that. It is very important for your business for you to work in 7 day increments, looking at what you have going on this week, working to finish up your weekly goals, and looking ahead to what you have going on next week to make sure you have the needed appointments lined up.
3. **Say Daily Affirmations:** Create a picture of what you want your life to look like, what you want to have happen, and what you want to attract in your life. State it in the present tense like it has already happened. Read it out loud at least 2 times a day.
4. **Have Goal Posters:** Put them in your office, car, bathroom, kitchen...everywhere you go you should see your goals. Remind yourself of your dreams!
5. **Evaluate Your Appearance:** Which areas would you like to improve? Start walking, exercise, get a new hair style, try a new hair color, pay attention to your wardrobe. Dress professionally when working. We are in the image business. You are your own business card and you will attract people by your image.
6. **Organize your family:** Make them realize you are serious about your career. You can do this by disciplining yourself. Be willing to give up a TV show to book classes or hold a party. Talk to your family about how your business can benefit them to. Always work with a Weekly Plan Sheet to stay balanced and focused.
7. **Submit Your Weekly Accomplishment Sheet Every Week:** Submit to Debbie and set your goal for the week. (*InTouch/Business Tools/Weekly Accomplishments*)
8. **Organize Your Office and Set Up Your Systems:** Pay a teenager or trade for free products to have some office help. If you had someone work for you for 3 hours a week, you could have freed up time to hold a skin care class and grow your business.
8. **Go to Work:** Talk to people daily. Practice Mary Kay's 3 foot rule. Talk to everyone within 3 feet of you about your business. Hand out samples. Get a booking every day. At a minimum, complete a Power Start Plus every month!
10. **Keep Your Attitude Up!** Don't listen to negativity. Don't allow yourself to speak negatively about yourself, your goals, your business, or other people. Your thoughts are things. They have power and energy. Keep it positive.

Tools For Success

Online Training:

Debbie's Website: www.girlsonfireunit.com

Mona Butters Website: www.monabutters.com **Silver Wings Scholar Online Training Program:** (InTouch/Education)

Hotlines and Phone Training:

Million \$ Message Hotline: (641) 715-3900 Mon-Sat

Madson National Area Phone Tree: (641) 715-3800 Code: 610206#

Training for you to listen to 24 hours a day! Just dial in!

(The # listed below is the extension number for that specific training.)

1. Senior NSD Stacy James – Inventory (35 min)
 2. Lisa Rada – New Foundations (20 min)
 3. NSD Lisa Madson – Welcome New Consultants (Madson Area 30 min)
 4. NSD Tammy Crayk – Mental Bath (12 min)
 5. Lisa Rada- Bookings from classes (25 min)
 6. Kiersten Vavrina – Survey cards and booking (20 min)
 7. NSD Tammy Crayk – Bubble sheet -booking calls (20 min)
 8. Sherri Russell –Deserted Island game -leads (15 min)
 9. Melissa Rudolph - Restaurant promotions (15 min)
 10. Lisa Rada - Preferred Customer Program (10 - 12 min)
 11. Nicki Crayk – Google Voice/Texting (20 min)
- *Note: You must have permission from client before texting
12. Sue Pankow – Administrative Professional's Week (10 min)
 13. NSD Lisa Madson – Closing speech at the JUNE Quarterly Workshop (55 min)
 14. Why should I go to Seminar (22 min)
 15. Nancy Castro – Bookings from parties (21 min)
 16. Fallon Nelson – Bridal leads (23 min)
 17. Kari Johnson - Follow up interview (16 min)
 18. Stephanie Showers - Procrastination and how to talk to people (12 min)
 19. Heather Julson - How to get referrals (14 min)
 20. Pat Nuzzi - Lash and Brow Building Serum (10 min)
 21. Heather Julson - Super Saturday (30 min)
 22. Robbie Brannon - Work Smart Not Hard - Director Now (20 min)
 23. Nancy Castro - Goal setting and affirmation (13 min)
 24. Shannon Buckmaster - Booking - (10 min)
 25. Heather Julson - Skin Care Class - (25 min)
 26. Amy Hanifl - Booking - (10 min)
 27. Heather Julson - Closing the skin care class (25 min)
 28. NSD Lisa Madson - Teambuilding - (10 min)
 29. Shannon Buckmaster– Booking from classes - (10 min)
 30. Lea Cheade-How she completed her DIQ qualifications in two months (20 Min)

New Consultant Graduation

Business Planning Session with Debbie

Complete your Dream Poster

Call the hotline every day Mon – Sat:(641) 715-3900 x44336

Pearls of Sharing ~ Earn the Complete Collection

First 3: _____

Next 3: _____

New Team Members: _____

Silver Wings Program

New Independent Beauty Consultant (Week 1)

Emotional Management (Week 1)

Professional Sales (Week 2)

Team Building with Integrity (Week 3)

Financial Management (Week 4)

View 3 parties with your recruiter or Debbie

Book 10+ after your practice session

Perfect Start: 15 faces/15 days ~ Text/Call Dir after each booking

Read the Mary Kay Ash Autobiography

Complete New Consultant Training with Debbie

Completed? Turn in for a New Consultant Graduation Event!

We will have cake, prizes, your pearls, and recognition in your honor (1st Monday of the month). Plus, lunch and hour coaching session with Debbie.

*If you are not local, you get a coaching session and all prizes will be mailed to your adopted Director, so you can receive recognition at your local meeting.

She doesn't want to come to a party or set up a time with you: If, when you call the guest, you can tell she's not interested in coming to a class or getting together with you at a later date ~ give her a way out gracefully! (Hints ~ maybe she's shy, she doesn't want to be seen without makeup, her skin is broken out, or maybe she's intimidated by other women.) Say, "You know what? I really appreciate you being so honest with me. I would rather just know than have you say yes and then not come. Here's what I'll do. I'll drop one of our catalogs in the mail to you. If you see anything you might be interested in, let me know. My name and number will be on the back. If you don't see anything, that's ok. Just pass it on to someone else or throw it away. You might just take a peek at it because we have all kinds of great gift ideas and other products like sunscreen, body lotions and fragrances. Thanks a million for your time. Have a great day." The benefits of getting a hostess guest list and preprofiling her guests is to develop a trust with both the hostess and her guests. It will benefit all involved and you will "enrich" their lives by giving them one-on-one attention.

If your hostess doesn't want to give you a guest list: "Oh - I respect and understand that. Here's what we can do. It's really important that I contact these people so I am prepared and I know if they have any skin sensitivities or allergies....Would it be easier if we set up a time when I can come over to your house and we can sit together. I will let you make the calls, and I'll be there with you to coach you through the calls." (Usually she'll give you the guest list at this point.)

Coaching in a Nutshell:

1. Get your hostess EXCITED about what she's earning!
2. Work your list! The work on the front end pays off big in the long run.
3. Have a master plan: Take time on Friday to address invitations to guests. Set up a 3-ring binder with guest lists in it that you can call whenever you have some spare time 3-4 days later. (After the guests get their postcards.)

When you spend time with 5-6 people instead of 1 or 2, it's a much better use of your time! You'll get bookings from your classes and you'll get more referral names too!



Preprofiling the Guests

Building Relationships and Connections

When you call, know that 3 things can happen.....

1. She will be excited and will attend the class.
2. She will be excited but can't make it on the date of the class.
3. She will not be excited and won't come! (Turn it into a positive!)

She is excited and will attend: "Do you have a minute for me to ask you a few questions so I can have everything all set up for you?"

1. Have you ever tried MK? (Find out if she has consultant and what her previous experience w/MK was like.)
2. How would you describe your skin: Norm, Dry, Combo, Oily?
3. What do you currently use?
4. Is there anything that you would like to change about your skin?
5. Is there one area on your face that you would like to target...eyes, pores, dry lips?

I am so excited to meet you! Please make sure to come before . We will start on time. (Then after the last preprofile question say), The last question I have for you is, I'm putting together these really fun "goodie bags" for every guest and I need to know what are your favorite eye or lip colors? Great I'll include those colors in your goodie bag that I'm making for you!"

This sends her a silent message - That she's getting something special just for attending! (When you get to the class, set a goodie bag up on the face tray and it will set the mood for the party!!)

"Goodie Bags": Color Card, applicators, cotton balls, mascara wand, your business card all wrapped up in a cellophane bag with a cute bow!

Would love to come but can't come on that date: "Well, that's too bad. Tell you what....Let's set up another time that would work for you!" (Listen) (If she still is interested in getting together with you **Set a date and time!**) "We can do this 1 of 2 waysif you want to do this privately, I do my individual facials on (times of your unit events). If you want to do it with friends, you can earn free stuff, and I can come to you! (Listen) Great! Let me tell you what I'm offering my hostesses this month." (Tell her your hostess plan.)

"Anyone With Skin" List

Pretend that you were getting paid \$1,000 for every name you wrote down or that you were creating your wedding invitation list. Make this list as huge as you can make it! This is a critical point. The sky's the limit!

Name	Phone	Called
1		
2		
3		
4		
5		
6		
7		
8		
9		
10		
11		
12		
13		
14		
15		
16		
17		
18		

Name	Phone	Called
19		
20		
21		
22		
23		
24		
25		
26		
27		
28		
29		
30		
31		
32		
33		
34		
35		
36		
37		
38		
39		
40		

#2 When I know who's coming, there are some specific things I need to know about their skin and color preference choices so it can be a really fun time for them. I want to make sure every person that comes has the specific product for whatever she's working with on her skin. And the only way I can find that out is to talk to each person. So, I will do that's called "preprofiling" with every single person. That basically means asking questions about their skin.

As a matter of fact – let me "preprofile" you right now. (Even if she's already been to a class, this lets her know what you'll be saying to her friends and family. She's more apt to give you the list then.)

#3 The best part about me preprofiling all the guests is that ***it will save valuable time for everyone coming!*** It will save at least ½ hour to 45 minutes, and I know how valuable time is to everyone! The more time I save, the better, right? (Get her to buy into that - that time is our most precious commodity.) So Suzy, if I can get all this information ahead of time, then I won't need to be gathering it all during the class and it will make it a lot more fun for everyone!

She WILL be a hostess on the fact that you want to make this class easy for her. She understands that it's going to save time at the class. EXPLAIN THE REASONS WHY!

Sending Email Invites or Postcards

Schedule a specific time each week to do this job. Ex: Every Friday afternoon address guest postcards for the parties coming up the next week. Then on Tues. or Wed start preprofiling the guests.

Organizing a Hostess Binder

Take your binder with you and call guests whenever you have a spare 3-10 minutes. (Like at the Dr.'s office, waiting in traffic, before you pick up kids from school, etc.)

Your GOAL is to personally contact each guest that is invited! Your percentage of people showing up to the class is *significantly HIGHER if you preprofile!* It will create a warmer atmosphere and your sales will be higher too! It builds a relationship with people before they even meet you in person and shows them that you are interested in them. Use the preprofiling script.

Coaching your Hostess

How to Avoid Postponements and Cancellations

When scheduling your appointment, take her on as your business partner. Help her get what she wants and you will get what you want. Your # 1 goal is to find out what your Hostess wants for FREE!

People do things for 2 reasons.....to avoid pain or to increase pleasure. Communicate with your hostess that *you will work with her to get what she wants and make it a success.*

Get a Good Guest List:

Tell your hostess, that's the ONLY thing she needs to do for you! You will take care of everything else! You do need at least 10-15 names to work with so you can assure her she'll have at least 5-6 coming the day of her class. Tell her it's not her job to call and follow-up ~ you will take care of it! Don't leave the ball in her court.

Here's How You Do It:

"Suzy - I'm really excited to help you get that for free and that is truly my # 1 goal! So, the 1 and only thing you need to do and that I need from you is a *good guest list!*

We need to invite at least 15 people in order to get 5 people that will be able to make it to your girl's night. It's no different than a baby shower or wedding, not everybody you invite can make it – for some reason or another. So, if we start with a list of 15 people I can pretty well guarantee that we can get 5 there.

I don't want this to be a hassle for you. I don't want it to be any work at all for you. So if you can give me a guest list within 24-48 hours with addresses, phone numbers and emails, then that's all you need to do!

Your job is for you to show up with your friends and have a fun time! That's it –I'll handle everything else! Please mark on your guest list if you think they will prefer text, email, or phone call."

It's important that I talk with your guests for 3 reasons:

#1 I need to find out who is and isn't coming. I want to be really organized and have everything set up prior to them arriving.

Pearls of Sharing Script

Be a "Pearl Girl" by earning your complete collection!

3 Practice Interviews within your first 2 weeks	Earrings
6 Practice Interviews within your first month	Bracelet
1 Team Member who places a \$600 w/s order in your month	Necklace



The Pearls of Sharing Program:

This part of your training teaches you how to share the opportunity, relate it to different types of people, and answer questions. You will listen to me conduct at least 3 practice interviews within your first 2 weeks and 6 within your first month. This will enable you to talk to people at your parties with confidence. In doing this, many consultants have a team member or 2, right in the beginning stages of their business.

Who to Ask:

Select the sharpest women you know...women who are influential, have great people skills, a heart for other people, or something you admire. **Put a "star" by the top 10 women on your "Anyone with Skin" List.**

How to Ask:

" , I just began my own business with Mary Kay...I am so excited. My Director said that I need the 5 most incredible women I know to help me with my training course....I thought of YOU! (*Pay her a compliment.*)

I would love it if you would listen to a 15 minute recorded call and then I can follow up with some questions and really get to know what you thought.. You will get a gift for doing it, and it would mean the world to me. (Allow for response.)

I will text (or email) you the phone number to call to listen to the recording. **(212) 990-6304** What works best for you to chat ~ daytime or evening? Narrow down some options.

**This works great too with out-of-town friends. The follow-up is just done on a 3-way phone call.*

Perfect Start Booking Script

Your Perfect Start, 15 faces in 15 days, is the BEST thing you could do for your business. It will give you practice and momentum, habits through repetition, confidence, skill, future business, and a strong foundation!

Practice with Debbie or your recruiter first!

BE EXCITED! Booking is all about enthusiasm! Don't forget to smile and have fun!

BOOKING SCRIPT

INTRO: Well, you are never going to guess what I did...I just became an Independent Consultant with Mary Kay, (w/ short "why/how").

GOAL: I am in a training program and I have my first challenge - I need to practice on 15 people in the next 2 weeks! I'm getting my starter kit soon, I would love to come over and play makeup with you!

SETTING A DATE: Great! What is usually better for you, weekdays or weekends? I have _(day) or _(day) open. Which do you prefer? (If she doesn't know her schedule, ask her if you can set a *tentative date*, with the understanding that you can change the date.) Perfect. Do you want _ (time) or _ (time)? Okay so, I have you set for _____ at _____.

TURNING IT INTO A PARTY: So, _____ we can do it by yourself, or you could share your facial with a few friends and turn it into a "girl's night"...I can even give you free products for having friends! If I made it easy for you, would you like to have a "girl's night" and earn free products? **(Allow for Response)** Perfect! I know you will find some amazing products that you can earn for doing this for me!

GETTING GUEST LIST: I know we are going to have fun! So to get you the most free stuff and to have a fantastic party I just need a great guest list from you. To get 5 people there you will want to invite at 15 people because we know things come up and people may have to cancel at the last minute. *If I give you a free gift, can I get this list in the next 24 hours?* I will call everyone to confirm and to find out if they can make it and ask them a little about their skin type.

CLOSE: Thanks so much, I appreciate you more than you know...It really means the world to me. If you have to change the date, please let me know ASAP so I can fill the spot and still meet my goal. We'll have a blast!

Lisa Madson's Keep it Simple Close

Always, always, always meet with everyone individually after the class!

While you are Setting Up for the Party

Tell your hostess that you need to meet with each individual after the party – It saves a tremendous amount of time AND money is a very private matter...if they need to set up a payment plan, you don't want them to feel uncomfortable.

Individual Consultation

- Did you have a good time today?
- How does your skin feel? (Literally touch your face.)
- What part of the TimeWise set or Miracle Set did you like the most?
- What do you want to take home with you today...are you totally excited about the Miracle, Ultimate or the I DESERVE IT ALL Set?

Example 1: Buying the TimeWise set and above..

Write up order and collect the money (so she is feeling no pressure whatsoever). Angela, is there any reason why you wouldn't want to share your check-up facial with a couple of friends...you earn free products and I think we'd have a ball!

If Yes: Okay great. Pull out date book! What's better for you? Beginning of the week or end of the week? Day time or evening? 6:00 or 7:00! (Always have 2 options.) Pull out hostess packet and give it to her. Explain hostess program to her so she knows what to expect.

If NO: No problem Angela, let me tell you how I handle my check-up facials. If you choose to share it with a couple of your friends, I'll come to your home at your convenience or you can come to mine. If you choose not to share it with a couple of your friends, on Monday night my success meeting at 7:00. What would be better for you, Monday night at 7:00 or your home with a couple of friends?

If she asks: Do I have to have a second facial? No, but our products are guaranteed...that's why I want to get together with you to make sure your products are working for you. If still NO, Well, Angela, I am going to assume that you love everything unless I hear from you. (Takes the monkey off her back.)

Example 2: If she doesn't buy a TimeWise Set...she buys a lip gloss.

Collect money...don't make her feel pressured. (Look at her like it was an after thought and say) If you had the basic for little or no money, would you use it? I have a really neat way you could earn it or a portion of it. All you need is two other people plus yourself and it counts as a class. (Explain your hostess credit.) Is there any reason why you wouldn't want to do that and try to win your products for free? I think we would have a ball!

Booking the Interview

If you like her and she likes the products, ask her if she would be willing to give you her feedback about our company and you'll buy her coffee. She can pick out any item at ½ off for doing that for you!

Party Prep Resources

Resources to Prepare You:

“Start Something More” DVD
 The Instructors Guide in your package of Beauty Books
 Shadowing your Director, Recruiter and DIQ
 Watch “Kathy Helou’s Skin Care Class” on the Girls on Fire Site.

Additional Things to Add to Your Kit:

Cotton Rounds and Q-Tips
 Headbands (Package from the Dollar Store)
 Optional Additional Demo Products: Satin Hands, Microdermabrasion, Timewise Eye Firming Cream, On-the-Go Color Kit (Beach Blond and Iced Cocoa Creamy Eye Colors, Desert Sun Bronzer, a couple of lip glosses)

Additional Resources:

Keep it Simple CD’s: Listen over and over, especially to CD #2. Learn her dialogs, practice them and make them your own.
Madson Phone Tree: Especially #5 (Lisa Rada – Bookings from Bookings), #8 (Deserted Island referral game) and #19 (Getting Referrals) Number: (641) 715-3800 / Code: 610206#)

Call or Text Debbie after each of your initial Parties. Tell her how many:

Bookings you got (Goal 2+)
 Referrals you got (Goal, averaging 5-10 from each person)
 Skin Care Sets you sold
 How many people you gave the MK Marketing Call phone number to, or Lisa’s sharing website, along with the follow-up date. Text their names and numbers to her so she can help you follow-up.

↓ Auri Hathaway (212) 990-6304
 Lisa Madson’s Story: www.LmadsonSharing.com

Let’s Get Booking

Hostess	Day/Time
1.	
2.	
3.	
4.	
5.	
Keep Going! Your 1/2 there!	
6.	
7.	
8.	
9.	
10.	
You did it!! Let’s go the extra mile!	
11.	
12.	
13.	
14.	
15.	
16.	
17.	
18.	

Secret Tip: Always have 10 + on the books!

Be a Girl's on Fire Power Player*

Pick your track to run on! This gives you a place to play and an action plan to meet your goal.

PLATINUM POWER
COMPLETE 5 OF THE 5

- 60 Faces/15 parties
- \$2,000 in retail sales
- \$1,200 personal W/S
- 25 personal interview
- 2 Q. recruits or gold medal (5 recruits)

GOLD POWER
COMPLETE 5 OF THE 5

- 40 Faces/min 10 parties
- \$1,400 in retail sales
- \$800 personal W/S
- 15 personal interview
- 1 Q. recruits or 2 new recruits

SILVER POWER
COMPLETE 4 OF THE 5

- *30 Faces/ min 5 "separate" parties
- \$1,000 in retail sales
- *\$600 personal W/S
- *10 personal interview
- 1 new pers. Q or 2 new recruits (*these items must be completed)

BRONZE POWER
COMPLETE 3 OF THE 5

- 15 Faces/ min 3 "separate" parties
- \$700 in retail sales
- \$400 personal W/S
- 5 personal interview
- 1 new personal recruit

Power Player Rewards:

A Power Player Mingle~ 1st Monday of each month 5:30-6pm join me for a special treat, Director secrets of what's up & coming, Recognition on Girls on Fire Website. Gift for all Platinum Power Players.

Pin ~ Plus earn a sparkly number pin to signify how many months you have earned it during this Seminar year

Quarterly Power Player Girl's Night Out with your Director and other Power Players when you complete Platinum, Gold or Silver in October, November and December. Special recognition when you achieve Platinum Power at least one of the three months.

Recognition at unit meetings, Fall Retreat and Seminar

Training privileges at unit meetings

Mary Kay Career Path

See "Advanced Brochure" online for more details.
Go to: InTouch - Resources/Publications/Advanced Online

Sales Director

9-13% Commission—Personal Team
13% Commission—Unit (Personal Team = 26%)
10% Production bonus at \$5000 and beyond. Unlimited.
Premier Car or Pink Cadillac (Cash Compensation \$500-900)
Cash \$100 bonus for each personal qualified new team member
\$500 bonus w/5 new unit qualified or \$300 for 3 per month
Wellness bonus \$750-1800 yearly if eligible
Wear the exclusive Directors Suit & attend special functions

DIQ-Director in Qualification

*10+ personal active recruits and be a Star Consultant the quarter before or the month before you submit

Future Director

8 or more active team members
Future Director Pin Enhancer

Team Leader

5-7 active team members
9-13% personal team building commission
\$50 team building bonus
Red Jacket and team leader pin
Eligible to go on target for career car - 5 active team members/
\$5000 team production

Star Recruiter

3-4 active team members
4% personal team building commission
Eligible for \$50 team building bonus w/4 recruits
Red Jacket (\$50 rebate w/4th recruit)
Star Recruiter Pin Enhancer

Senior Consultant

1-2 active team members
4% personal team building commissions
Senior Consultant Pin Enhancer