

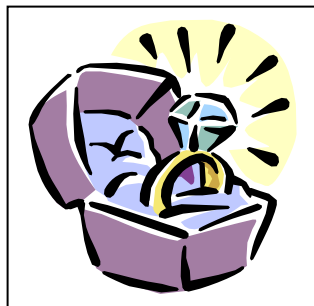
## **MOST IMPORTANT THINGS TO DO**

*It's so important to learn everything you can about your new business. In Mary Kay all training is on-going and is optional. Consider your training to be a College Course the information you get is so valuable for every aspect of your life. You will ultimately learn and master people skills, time management, money management, life skills, family values, how to prioritize, how to set and achieve goals, how to enrich the lives of other people while at the same time **MAKE MONEY.***

1. Make a list of 30 people with skin and highlight five that you want to add to your team this month.
2. Schedule the time to hold your Perfect or Power Start and Business Debut
3. Observe a Skin Care Class with your recruiter or director.
4. Plan to attend your weekly New Consultant training. You will gain skills, training, confidence and support.
5. Mary Kay image is important. **Create yours.** Wear only Mary Kay products and wear professional business attire such as a skirt or dress to meetings and events.
6. Order Business Cards - A brochure is in your GO Kit but you can also go online to [www.mkconnections.com](http://www.mkconnections.com) and order a Business Kit.

***A positive attitude is a must. Your attitude will determine your altitude!!!***

This is the beginning of a wonderful career. Remember, we all have a choice, so **CHOOSE TO BE GREAT!**



## **NEW CONSULTANT ACTION PLAN FIRST STEPS TO SUCCESS**

Schedule New Consultant Orientation with me: We will cover Business Debut options, personal website, company new consultant programs including free & discounted offers available only to New Consultants.

📄 The following steps will be covered in greater detail at the NC Orientation.

📄 Open Separate Checking Account with a Debit Card

📄 Order Business Cards

📄 Book Grand Opening/Business Debut

📄 Get 5 On-The-Go Hostess Packets Out

📄 Complete Satin Hands Survey

📄 Share This Business With A Friend: **The PEARLS of SHARING Program**. When you offer the Mary Kay

Opportunity to one person within the first month of signing your agreement, you will be promoted to Senior Consultant status and will receive a Senior Consultant Pin to wear.

Listen to me tell the company facts to 5 of your friends either on the phone or live and you receive a prize.

📄 Book **Perfect** or **Power Start**: The **PERFECT START program** (Hold 5 skin care classes or facial 15 customers) within a two-week period. When you complete your **PERFECT START**, I will award you with a beautiful gold-toned Perfect Start pin to signify your accomplishment! Or, you can choose The **POWER START program** (Hold 10 skin care classes or facial 30 customers) within a one-month period. When you complete you **POWER START**, I will award you with a lovely gold-toned Power Start pin to signify your accomplishment!

Set your sights high!

**I KNOW YOU CAN DO IT!**

*These are ways to get the most out of your training (to accelerate your success attend as many meetings as possible). The effort you put forth will be directly reflected with the money you make. Your goals are up to you, and as your coach I will help you attain your heart's desires!*

[Weekly Success Meetings](#) - This is where you will get the bulk of your education. Every week we train on different subjects from Skin Care Class procedure, product knowledge, and recruiting - everything you need to know to be a success. Those who show up to these meetings are the ones who go up in their business. The most successful people in Mary Kay are those who consistently attend their meetings. We hold our meetings on TUESDAY EVENINGS at 6:30 pm and WEDNESDAY MORNINGS AT 11 AM ( Please see calendar.) I do start on time. The dress code is professional business attire. Guests (18 years and older are always welcome and there is no fee. Please RSVP with your guest list). If this is too far for you or you cannot make it on that night, please let me know and I will find you another meeting in a more convenient location for you. Please wear professional attire. White shirt, black skirt and black blazer.

[New Consultant Training Classes over the phone:](#)

Please call 641-297-4900. For inventory levels press 5539#.

For English marketing press 5247#.

For Spanish marketing press 5290#.

For booking and coaching press 5292#.

It is intended for New Consultants - although seasoned consultants may also listen in - and it covers the most important things you need to know when starting your business such as bookings, inventory, as well as time and money management with the convenience of being available 24/7. I recommend that you call several times. Please use a notebook.

[www.marykayintouch.com](http://www.marykayintouch.com) - In-Touch Community: This is your doorway to the company! Go to this log in page, enter your consultant # and your password and you will be directed to your own company homepage in which you can place inventory orders, learn about company promotions, see your Seminar standings and team production, get training about your business and read inspirational sayings from Mary Kay Ash herself!

[Education](#)-This is an invaluable resource online, which gives you information about anything and everything that you need to know about your business, the company, and the career path. In order to access this information, you need to first log-on to [www.marykayintouch.com](http://www.marykayintouch.com) with your Consultant number and password, then click the Education tab, then click on Consultant Education. You will find an abundance of resources.

[MK Connections](#) - Order any and all additional business gear. You can order or reorder business kits and business cards, sample organizers (it has been a huge help for me!), a wheeled cosmetic case and even a slip on color case that will organize ALL of your color cosmetics! You can also find information about MK Visa, Product Protection insurance and a myriad of other very helpful business additions. None of these are mandatory, but they are worth examining to see if they are right for your business.