

What to bring to & What to Know about your Weekly Success Meeting

Unit Meeting w/ Guests – Ultimate Miracle Set Skincare Class

You **DO NOT** need to bring your entire Mary Kay starter kit. I will provide at the training center, all the skincare necessary as well as foundations. Here is what you will need to bring with you for each guest, please be prepared:

- Face Case Mirror & Tray with plastic insert liner
- Profile, if new customer and sales ticket– I will be selling for you :)
- (2) Disposable face clothes & (2) Cotton balls or rounds
- (1) disposable mascara wand and (1) liquid foundation brush for demo
- Full Ultimate Miracle Set Rollup (see Rollup Close for each pocket set up) to sell
- Prospect Packet or MK Marketing Brochure

****Note: Have your face case, face clothes, cotton balls, mascara wand and liquid foundation brush all together in 1 black mesh zippered bag for easy access on Meeting nights.****

- **(1) Drawing Gift**— Regardless of how many guest(s) you are bringing, you only need to bring (1) drawing gift. Small, ex: sample hand cream in a cello bag with curling tie/ string tie, or a PCP gift wrapped in cell with string tie. Know that your gift may not go to your guest, so be sure its cute. These will be drawn as ticket marketing gifts that all guests can win.

1st meeting of the Month – Consultant Only Workshop – Professional Casual

The 1st Success Meeting of the month is a **CONSULTANT ONLY** workshop. These are full of training, business building & Mary Kay fundamental for your business. Please come prepared with your notebook, datebook and pen for lots of good note taking. These meetings can contain table discussions as well as break out sessions; **Back to Basics** training and show Me the \$\$.

All other meetings in the month are **Guest Events** unless otherwise noted and are **Mary Kay Professional attire**– no pants please.

Weekly Success Meeting Activites & Rewards available to everyone!!

Head Table– Be our Queen of Sales, Queen of our NOBees for the week or add a Team member & YOU get to move to our Head Table! Special treats & prizes!!

Telephone Girl– Track your phone calls & contact activity! Every time you make a call, track it in your datebook as follows: End of week, add up your pts for Monday night.

○ Means No answer/Left Msg = 5 pts

- Spoke to someone, no bkg/ sale happened = 25 pts
- Spoke to someone & resulted in Bkg or \$ale = 50pts

BACI Beads!!! Build your BACI bead bracelet..... YOU choose how you want to Succeed...sales, bookings, warm chatters, interviews, guests....activity brings results, have FUN with your business and be rewarded each & every week! (see sheet enclosed). This contest is open to all who attend the meeting...**not by Unit!!!**