

Welcome to our Tuesday Night Success Meeting

Welcome! Welcome! to our awesome Tuesday Night Success Meetings. Thank you so much for being a part of our Mary Kay family! Even if you are not in my Unit (Dawn's Diamond Divas) and you have another Director- You are my extended family in Mary Kay and I like to call our Adopted consultants my adorables :) After all, we're all Mary Kay related and I'm so glad to have you! For those of you that are brand new Divas - WELCOME!!!! We are so proud you are growing our family! I look forward to you joining us every week and celebrating you through all of your Mary Kay accomplishments!

I have included a handy flier that will help you be prepared at your Weekly Success Meeting. Save this in your Mary Kay files so that you can refer back to it. If you have any questions please do not hesitate to contact me, I am here to help you. My contact information is listed below.

I will return your call within 24 hours.

Time: Tuesday Nights 7:00pm - 8:30pm

If you have Guests- Arrive at 6:45 for set up in the facial room as we begin 7:00

Dress: Professional MK skirted attire

Guests can come casual. Please let her know that we will be dressed so
She won't feel 'under dressed'.

Room Fee: \$5 per event -Or- first Mtg of month can pay \$15 VIP pass
For entry into ALL monthly events, use or lose

Each week we have a consultant drawing.

To receive your FREE ticket, you must be signed in.

Holiday Inn Express

77 Farmington Road (Rte 11)

Rochester, NH 03867

603-944-1175

Please be prepared with a new consultant pin for your new team member.

I will supply a Rose for all New Consultants.

All phones OFF and in your purse during our meeting, Please, no checking text or email during the meeting, it can wait 2 hours. Thank you.

Please do not bring in outside food to the training center. We occasionally Will have a snack for a special event as an exception and there is coffee available at meetings.

Our success meeting is meant to 1)recognize, 2)inspire, 3)educate you in
your Mary Kay journey.

I look forward to getting to know each and every Consultant who attends our meeting. If this is your first time attending our meeting, your meeting fee is on me.

Please be sure to fill out the Information Card at the

Sign In Table with Toni or leave your business card in the box.

On Back of card, Please add your Director's name and Email and Phone # do you text.

Dawn Durocher

15 Second St.

Rochester, NH 03867

603-817-0388

Ddurocher@marykay.com

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

Unit Meeting w/ Guests – Ultimate Miracle Set Skincare Class & Makeovers

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
- Customer Profile, sales ticket and she will need a pen– I will be selling for you :)
- (1) Disposable face clothes & (2) Cotton balls or rounds, (1) sponge tip applicator
- (1) disposable mascara wand and (1) liquid foundation brush for demo
- (1) mineral foundation brush for demo & a Color Look Card
- Full Ultimate Miracle Set Rollup (see Rollup Close for each pocket set up) to sell
- Prospect Packet or MK Marketing Brochure

****Note: Have your mirror/tray, face clothes, cotton balls, mascara wand and foundation brushes 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.

Weekly Consultant Training

We hold a weekly training series for all consultants. These are full of training, business building & Mary Kay fundamentals for your business. Please come prepared with your notebook, datebook and pen for lots of good note taking. You are encouraged to bring guests while you are in training, they will receive a Pampering facials and color makeovers with a Director or trained consultant. Attend 13 meetings in a row and shop in the Treasure Chest! Toni will keep track each week when you sign in & get your pink ticket.

Weekly Success Meeting Activites & Rewards available to everyone!!

Head Table– Be our Queen of Sales, Queen of Sharing by adding a Team member & Queen of Telephone Girl. 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 on your tracking sheet 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

100% Club Tracking Sheet can be turned in for prizes—Be sure to print it off and start using it every week & bring it with you to our Tuesday Night Success Event!

10 Circles/Calls Power Hour a Day

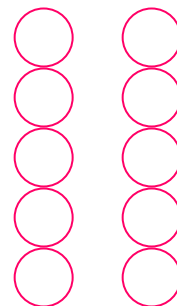
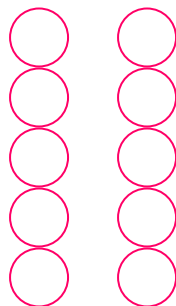
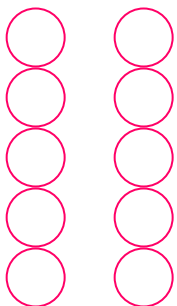
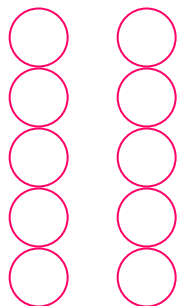
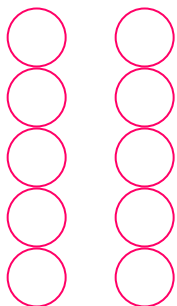
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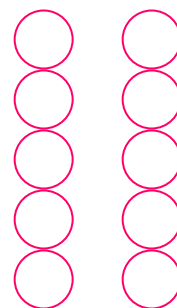
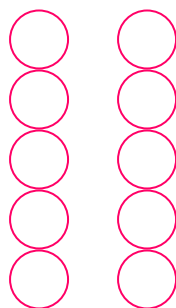
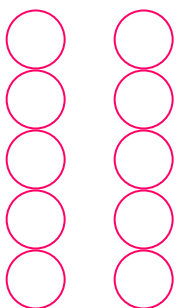
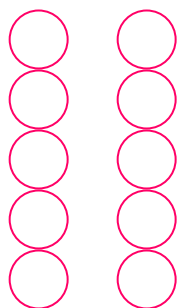
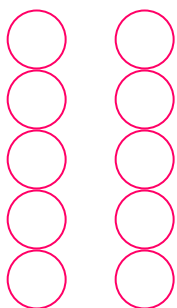
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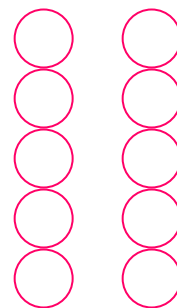
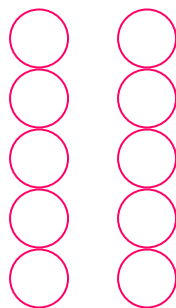
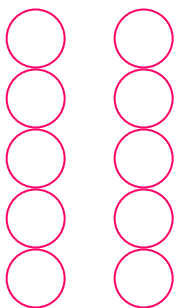
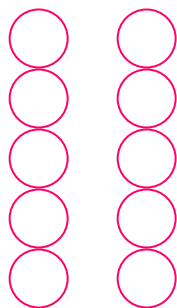
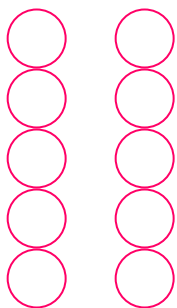
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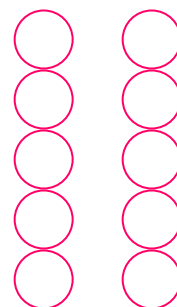
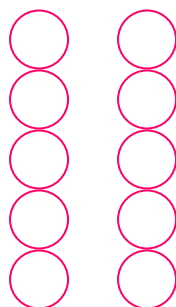
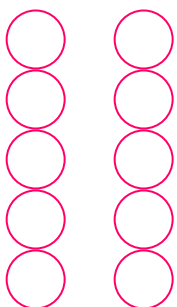
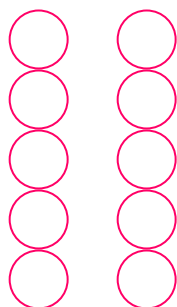
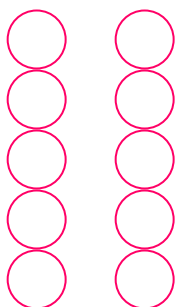
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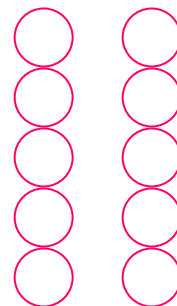
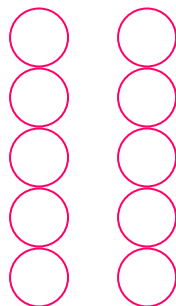
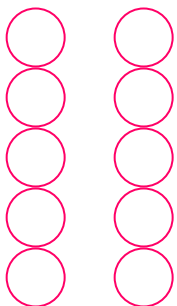
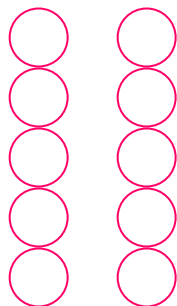
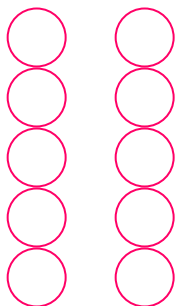
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100% CLUB!

CONSULTANT: _____ Week: _____

INCOME PRODUCING ACTIVITY	Sun. Hrs.	Mon. Hrs.	Tue. Hrs.	Wed. Hrs.	Thur. Hrs.	Fri. Hrs.	Sat. Hrs.	TOTAL HOURS
READING (1.0 hrs/week) 10 Points								
LEAD GENERATION (1.5 hrs/week) 10 Points								
BOOKING CALLS (1.5 hrs/week) 5 Points								
CLASS/PARTY (2.0 hrs/week) 20 Points								
FACIAL (1.0 hr/week) 15 Points								
SALES MEETING (1.5 hrs/week) 20 Points								
SALES MEETING GUESTS (1 / mtg) 20 Points per NEW guest								
INTERVIEW W/ DIRECTOR (1.0 hr/wk) 15 Points								
SELL BASIC SETS (2 /wk) 5 Points								
TOTALS								
7.5 to 9.5 hrs								

NOTES:
