**YOU’RE OFF TO A GREAT START!**

HERE’S YOUR NEW CONSULTANT GOALS 4 AND 5

**4. Decide what store level you want to do within 48hours of listening to your options (Stacey James goal #2).** When you decide to place a $600 or more wholesale order I will give you $50 in product to reward you for being decisive.

**5. Start your business.** Practice your presentation. Use the script below to ask 5 people to help you practice. The goal is 30 faces in 30 days (POWER START). When you complete this goal, you’ll get a **Platinum-Toned Pin With Crystals.**

**Script for new consultants**

Hi \_\_\_\_\_\_\_, do you have a quick second? Great...I'm calling for your encouragement and to ask a favor. I just started my own business with Mary Kay and I'm ready to start practicing what I've learned. Part of my on the job training is to do 30 practice faces so I can learn how to do the presentations. All I need from you is your face, there is NO obligation to buy anything, I just practice my script and we play with skin care and color goodies. Would you do me the biggest honor and let me borrow your face? My goal is to do it in my first 30 days so I can win a special prize, so let's set a date that works for both of us. (SCHEDULE THE APPOINTMENT)

Now I have to do 30 faces so if you want to invite your friends/co-workers/neighbors etc. so I can reach my goal that would be awesome! Thanks so much for helping me I look forward to getting together with you, it'll be fun!