

Dress For Success!

Success is a Choice and it begins with looking the part!

Career Path Attire....

- ✚ **New Consultants** – Business suit or coat dress, Professional dress, or black skirt (straight in design, knee or slightly above in length), White Blouse (getting ready for your Red Jacket)! MK Logo Pin (with enhancer if earned).
- ✚ **Senior Consultant** – You're now a member of the "Black & White" club! Black skirt, white blouse, Sr. Consultant Pin & your pearls (with your first recruit)
- ✚ **Star Recruiter (Red Jacket)** – Black skirt, White blouse, sheer black or nude hose, black closed toed shoes, Red Jacket (\$50 Rebate on the purchase of the Official Company Red Jacket with 3rd Active Recruit), MK Pin, Pearls (if earned), and Star Recruiter Pin!
- ✚ **Team Leader** – Same as Star Recruiter except Team Leader Pin instead of Star Recruiter Pin.
- ✚ **On Target Grand Achiever** – Same as Team Leader!
- ✚ **Future Director/DIQ** - Move into black blouse with your Red Jacket, and Future Director Scarf.
- ✚ **Team Manager** – Same as above except Grand Achiever Scarf
- ✚ **Director** – Hang up your former uniform and join the most successful, highly paid women in all of America! May also wear: Unit Pin, Ladder of Success Pin, Director Name Tag, #1 Pin on cuff, Century Club Pin (if earned)

FASHION ETIQUETTE

1. Never wear shoes lighter than your hose
2. Hose should be the same color or lighter than hem line
3. White shoes will only work with a white suit!!
4. Huge dangle earrings are for pleasure, not business. Choose button or small drop, simple is classic.
5. Wear closed toed shoes for business
6. Keep shoes polished, heels covered
7. Purse should "coordinate" with shoes or be of nice neutral leather quality.
8. Keep nails freshly painted (even with clear) and manicured
9. Keep a current hair style. Long or short, should be off of face and never distract.
10. Wear "current" style blouses (look in Mary Kay Recruiting materials to imitate the professional image)
11. Use "Career Looks" with glamour while working. Too little, too much is inappropriate.
12. Skirt length should flatter your leg. Below or above the largest part of the calf. Straight skirt is professional. No shorter than 2" above the knee.



BUSINESS ETIQUETTE

1. Arrive ON TIME to all events, appointments (10-15 min. early to Success Meeting)
2. Arrive with Guests
3. Arrive with a 100% Positive Attitude (which includes not speaking of canceled guests, shows, concerns, frustrations – not the place!)
4. Turn in, fax, or mail weekly summary sheets.
5. **NEVER** trade, swap, borrow or lend classic line Mary Kay products (get to and stay on Profit!!)
6. Applaud enthusiastically for others weekly, quarterly, yearly success!
7. Have a goal!
8. Always answer the phone with a happy, enthusiastic voice or don't answer at all!!!
9. Never dump on a Mary Kay buddy about disappointments or personal problems. You will be the example that others will follow!
10. Do something everyday for your Mary Kay and Finish What You Start!!

