

Dear Kreh Unit Consultant!

I am excited about your potential for success in your new Mary Kay business. The sky is the limit, and I am committed to helping you soar!

One very important aspect of your business is attendance at weekly unit meetings. Since you don't live near me, naturally attending my meetings is impossible. For this reason our Company has provided a wonderful way for you to be taken care of in your own geographical area. This special program is called the Adoptee Program.

As an adoptee, you have the best of both worlds. You actually have the privilege of two Independent Sales Directors who care for you and are committed to your success. You are welcomed, inspired and educated at a meeting local to you by an adoptive Sales Director. And you always have my support.

One critical factor is that you, your adoptive Sales Director and I all work closely to ensure your success. The steps outlined below will make this system simple for all of us. Please read the following carefully:

- I will get the names and the meeting times and places of two or three Sales Directors in your area and arrange for you to visit their meetings. I invite you to attend their meetings two or three times to see which one feels most comfortable to you. Once you have found a home that feels comfortable, let me know and I will contact the adoptive Sales Director to make the official arrangements.
- I encourage you to attend your home meetings every week, and don't hop from meeting to meeting! Be a good adoptee. Always be willing to help and let your adoptive Sales Director know how much you appreciate her. She takes care of you because she cares about you.
- Each week, please submit your Weekly Accomplishment Sheet online to her and me. She will need your consultant number to set up this capability. We both want to keep track of your progress.
- Your adopted director will present you with weekly recognition and promotions, and you will want to participate! That way you can receive the recognition and prizes in front of your peers.
- Follow the steps outlined in your career essentials and our New Consultant Packet. Fill in your vouchers and submit them to me (not your adopted director) and you will be awarded your prizes by me, possibly through your adopted director at your weekly meetings.
- Your adopted director is there to answer simple questions that you cannot find answers to from your Career Essentials, Learn MK, and MK Web Site.
- As your Director, it is my role to remain your coach. I will help as you chart your plans and dreams! I am thrilled you are a part of our unit and desire to be in close, consistent contact with you. My phone number and email are at the bottom of this page as well as our Unit Web Site FILLED with helpful information & your recognition! I will always match my time with your effort as you work toward your goals! Everything is possible in Mary Kay!
- If you have any questions or concerns, please contact Matt (my husband and business partner) me. We are as near as your telephone or e-mail. Remember, even though your adoptive Sales Director cares for you, she has her own unit to manage.

You are beginning a very exciting journey in your Mary Kay business. You'll want to make sure you get off to a great start by following the above guidelines. It will ensure an excellent working relationship among everyone concerned.

Sincerely,

Lori Kreh

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