

Dear Director,

We are pleased to have your consultant join the Kreh Unit as an adoptee! We love them and treat them like our own in every way we can! You can rest assured that your consultant will feel a part of our unit and sense the support of women who run their businesses with joy and integrity!

I have asked your consultant to check with you as to whether you would like her to participate in our promotions. She is also welcome to participate in our scheduled New Consultant Training.

Below is a copy of the letter available to her at our unit web site, www.lorisleaders.com. I generally bill directors of my adopted consultants only for prizes above weekly ribbons and send the bills out after each quarter.

Please review your consultant's letter below to insure that your care for your consultant is seamless for her as we together help her to the TOP! Also, please be sure I have all your contact information.

Sincerely,

Lori Kreh

Welcome New Adopted Consultant!

I am so happy to welcome you into the Kreh unit. It is a privilege to carry on Mary Kay's go-give philosophy by participating in the adoptee program and I hope that you will soon feel at home with us. As your adoptive Independent Sales Director you can count on me to:

- Provide a great unit meeting every week where you will receive motivation, inspiration and education. Please feel free to bring guests. You will find all the details about our meetings in the training section of our Unit's web site, lorisleaders.com. Please be sure to check the list of what to bring for your guests. While there you may also want to add yourself to our "Kraze Hot Mail" to receive email from me on a regular basis.
- Provide New Consultant Orientation. Other support (answers to your questions) you will find through MK InTouch, Career Essentials, and through regular communication with your recruiter and/or director.

Even though I am here to support you in reaching your goals, it is important that you have a good relationship with your Sales Director. Your Sales Director is the one who will run closely with you as you work to reach your career goals. Your well-being and progress are important to her because you are a working member of her unit. Here are some ways you can help her help you:

- ▯ Submit your Weekly Accomplishment Sheet to her (and me) each week on-line.
- ▯ Let her know about every potential new team member.
- ▯ Call her after you bring a guest to a Mary Kay function so she can help you follow up.

Here are some tips to remember as a member of our unit:

- ▯ Please support all of the Kreh Unit's activities. Arrive on time and dressed appropriately.
- ▯ My husband Matt is also my business partner.
- ▯ Keep a positive attitude and don't compare yourself with other Consultants.
- ▯ If at any time you would like to move to another local unit, just ask your Sales Director. She and I will work together to ensure you have a smooth transition.
- ▯ When you introduce yourself at local functions, always mention your Sales Director's name first, and then say you are an adopted member of our unit. I want the world to know you are a part of our group – and your Sales Director feels the same way!
- ▯ Decide with your Sales Director whether you will be participating in her unit promotions or mine. Ask her to call or e-mail me to let me know.
- ▯ Be sure to send me detailed information about you and your director. Names, addresses, phone numbers, email addresses, web addresses, consultant numbers, and unit number.

I look forward to seeing you climb the ladder of success!

Sincerely,

Lori Kreh