

Dear Adopted Sales Director,

Thank you for welcoming my Consultant into your unit. I look forward to working with you. I know how critical your role is to my consultant! I also realize you have a unit of your own consultants to run! Your go-give attitude will truly reflect the heart of Mary Kay! To assist you, I will:

- Put you on my Consultant Distribution List if you wish. I send out several emails a week. Once a month we send a reminder that our recognition newsletter and web site have been updated. Please sign up from our web site at lorisleaders.com if you would like to be added.
- Call you when I visit your area to see if you would like to do something together.
- Support you and your activities and promotions.
- Compensate you immediately for prizes, ribbons and other recognition my Consultant earns. Please bill me on whatever schedule works best for you.
- Call you periodically to check on my Consultants progress.
- Instruct my Consultant to call me with her questions about the business.
- Follow up with my Consultants prospective team members and guests who attend Mary Kay functions in your area.

If for any reason my Consultant is not an asset to your group, please contact me immediately. I will do what I can to correct the situation. I appreciate your go-give spirit and look forward to working with you.

Sincerely,

Lori Kreh