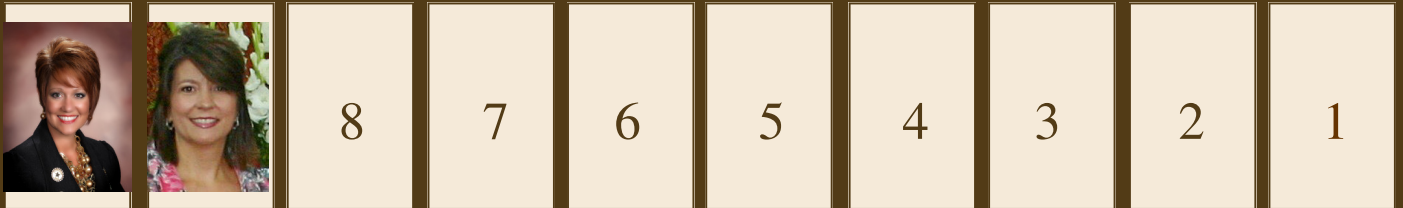




# Welcome To Mary Kay & Goins Future National Area

## 1st Line Directors



## 2nd Line Directors



# Building Alabama's First Million Dollar Unit



Taking Care of business in a *Pink Flash!!*



# Sonya Goins



*Building Goins Future National Area*

## Welcome Super Star!

We are making HISTORY in our Unit this 2013 Seminar Year! Not only have you been accepted into the most progressive and positive company in the world, but you have also become a vital member of the fastest growing and most dynamic units in Mary Kay—The Goins Galaxy of Stars Unit! The reason we keep getting better is because we select quality women, like you, to join our team, and we believe that **Together Everyone Achieves More**.

As your Director, I'll be your business advisor; YOU set your own goals—and your recruiter and I will be here to help you reach them. I will teach, guide and motivate you—but I won't take credit for your successes. The bottom line is: You are the one who will be studying, scheduling the appointments, getting out the door and holding those facials and skincare classes, and attending unit meetings and special functions. This is **YOUR** business! Your success will be yours alone; because YOU decide what you want, and YOU discipline yourself to reach it. You're in business for yourself, but never by yourself!

Within this Welcome Packet, you will find ideas on how to get your business started, and I encourage read through it and set up your New Consultant Orientation with me right away. I'm sure you have many questions, and as a new consultant, I did too. We will discuss all of your questions and concerns in detail, and I am here to train and support you along your new journey. Be sure to go to our New Consultant Section of our Unit website where you will find Video Education.

Each week, we have Success Meetings (Tuesday Night Live) at the **Pink Zone** for training and recognition. If you are not local to me, I will locate a Mary Kay Success Meeting near you. Attending your success meeting, whenever possible, will be vital to your success in this business. It is a fabulous opportunity to learn the business and get to know other consultants and directors.

Our exciting unit goals this year include adding 120 new Unit Members and growing to build Alabama's First Million Dollar Unit!!! We are also building our Future National Area with 5 New Directors and 80 Star Consultants! Will one of them be YOU? Whatever goals you have for your Mary Kay business, I will be watching with pride as you carve your own path and pursue your dreams!

As your director, I will match 100% of my time with your efforts. This business is truly what you design it to be, and I'm here to help in any way that I can. Again, congratulations on your new business and welcome to our **TCB** Unit!

*Sonya*

## *Becoming Alabama's First Million Dollar Unit*

Unit Website: [www.sonyagoins.com](http://www.sonyagoins.com)  
Phone Number: 205-310-1536

# 2

E-Mail: [sonyagoins@marykay.com](mailto:sonyagoins@marykay.com)  
Hotline: 641-715-3900 access code 858664#

# First Steps To Success

1.  Sonya Goins Senior Sales Director  
*Office: 205-345-1281 Cell: 205-310-1536*  
*E-Mail: sonyagoins@gmail.com*  
*Unit Website: www.sonyagoins.com*  
*Unit Hotline: 641-715-3900 access code 858664#*  
Please don't hesitate to call, text, or e-mail!
2.  **Complete the First Steps to your Business Success**
  - Order your business cards       Setup your Mary Kay Personal Website
  - Get a ProPay account
  - Place a qualified wholesale order within your first 15 days to receive a FREE custom color look
3.  Make a list of everyone you know. Don't prejudge and put a star next to the ones you might like to have on your team.
4.  Listen to our **Daily Hotline**: 641-715-3900 access code: 858664# Special training recorded Monday—Friday after 10am. Receive special prizes just for calling in all month long!
5.  Open a separate checking account for your business. Go to a bank that offers accounts with free checking and a debit card.
6.  Schedule your Grand Opening. This is the "Kick-Off" of your business. Invite all your friends, family, neighbors, co-workers...EVERYONE you know! After picking your date let me know so we can get your invitations ready!
7.  Call or text me as soon as your Starter Kit arrives. Begin watching the *Start Something Beautiful* DVD right away!
8.  Please email me a headshot picture that we can use for our website and newsletter!

It's not the will to win, but the will to prepare to win that makes the difference.

*Becoming Alabama's First Million Dollar Unit*

Unit Website: [www.sonyagoins.com](http://www.sonyagoins.com)  
Phone Number: 205-310-1536

3

E-Mail: [sonyagoins@marykay.com](mailto:sonyagoins@marykay.com)  
Hotline: 641-715-3900 Access code 858664#

# Pearls of Sharing

**I am so excited you are in my unit!**

My job, as your director, is to teach you how to do two things: how to be an awesome seller of this product and how to be an awesome team builder in this company. I know that you are in the right place at the right time, because you are in one of the top units in ALL Mary Kay! We are breaking records, and YOU are going to be part of the victory! I am going to teach you how to team build through “practice Q & A’s” called the Pearls of Sharing. I want you to pick 6 fun, sharp women who would be willing to help you with your “pearls training,” and more importantly, who you would LOVE to work with. Here are the prizes you will earn through your Pearls of Sharing training:

3 practice interviews and earn your Pearl Earrings



6 practice interviews and earn your Pearl Bracelet



1 Active Team Member Earn your Pearl Necklace



I have also pre-recorded a Marketing Hotline that your guests can call in 24/7 and then we can set up a time for me to do a Q & A with them. Before you have them call in and listen I think it is important for you to listen to the call. Here are the prizes you will earn through your Pearls of Sharing training:

**The Marketing Hotline number is *951-262-1629***

Marketing calls or surveys, may also be booked on an individual basis (as it fits with your guest’s schedule). **IMPORTANT:** Every Consultant in our unit completes her “Pearls of Sharing” in her first 30 days!

## Pearls of Sharing Script:

Hi \_\_\_\_\_, it’s \_\_\_\_\_. Do you have a quick minute? Great. I am SO excited! I just became a beauty consultant with Mary Kay! My director has challenged me, as part of my training, to share the facts about the company with 6 fun, sharp women so I can learn how to share information and answer questions with the women I meet as I’m building my business. I immediately thought of you because \_\_\_\_\_ and I knew you would be willing to help me. It’s totally painless. All you need to do is listen to a quick phone call with my director and me, so I can take notes. And, I’m going to give you the product of your choice at half off just for listening, and you will also be helping me win my pearls of sharing jewelry! Is there any reason why you couldn’t help me out? *If she says no b/c she doesn’t want to sell MK simply say “Great! I knew this was probably something you weren’t interested in doing, which is why I’m asking you to help with my training—this way I won’t feel nervous! I just need to practice with 6 women I know who love me so I can learn and earn my pearls!!! (She can also listen to the hotline but to count for your pearls she needs to do a Q & A with me)*

### My Fun, Sharp women are:

(Call or email list to Sonya)

1.Name _____	home# _____	Cell _____
2.Name _____	home# _____	Cell _____
3.Name _____	home# _____	Cell _____
4.Name _____	home# _____	Cell _____
5.Name _____	home# _____	Cell _____
6.Name _____	home# _____	Cell _____

*Becoming Alabama's First Million Dollar Unit*

Unit Website: [www.sonyagoins.com](http://www.sonyagoins.com)  
Phone Number: 205-310-1536

**4**

E-Mail: [sonyagoins@marykay.com](mailto:sonyagoins@marykay.com)  
Hotline: 641-715-3900 Access Code 858664#

# Show Up To Go Up

## *Weekly Success Events*

A huge part of your success will come from being with and learning from the Sales Directors and your sister consultants at our weekly Success Events! Here you will experience the sisterhood of Mary Kay and get the top notch education and experience needed to help you grow your Mary Kay business. This is also where you will receive your recognition and prizes, beginning with your own personal Beauty Consultant Pin!

Mary Kay Ash always said, *“Those who show up, go up!”*



Date for New Consultant Pinning \_\_\_\_\_

*Dress for all MK events is professional attire: skirt or dress (no pants please!)*

## **Here are some additional Success Meeting tips:**

- To receive much deserved recognition, fill out your Weekly Accomplishment Sheet (no matter what's on it!) each week by 10:00 pm Sunday night. Simply go to [www.marykayintouch.com](http://www.marykayintouch.com) and select “Enter Weekly Accomplishments” From the “Business Tools” pull down menu. This must be turned in on time in order to receive recognition at the meeting.
- Punctuality is very important now that you are in business. Always arrive 10 to 15 minutes early to all events, meetings and appointments. Tardiness is not professional!
- Always dress in Mary Kay attire: No pants unless otherwise stated (our casual night)
- Learn and earn at the same time by making every effort to bring guests to all special events
- Don't forget to let your guests know we dress professionally so they won't feel uncomfortable
- Small children should not be brought to meetings and/or events. You'll want to arrange dependable childcare for meetings and training times.
- Please turn you cell phones on silent, and, please, no texting during the meeting.
- No gossiping or negativity allowed!

Visit our calendar at [www.sonyagoins.com](http://www.sonyagoins.com)

## *Building Alabama's First Million Dollar Unit*

Local Meetings are currently held on Tuesday's 6 pm at the **Pink Zone** 2008 Paul Bryant Drive Tuscaloosa AL

# 5

Email: [sonyagoins@gmail.com](mailto:sonyagoins@gmail.com)

Hotline: 641-715-3900 Access Code 858664#