

Unit Success Meetings

Tuesdays: 6:30pm - 8:30 pm

The Beautique

3150 Lorna square, Suite 219

Hoover, AL 35216

(Turn onto Whitting rd from Lorna Road into Lorna Square we are located right behind Chau alterations)

1. What is a "Girl's Night Out" Success Night?

A Success Night is an incredibly powerful evening for FUN, training, motivation, product previews and recognition of ALL career levels! From the part time Consultant who holds appointments just once a quarter, to the full time Consultant who holds several appointments per week! Success Nights are NOT your ordinary "meeting"!

Commit for one solid quarter and you will see an increase in your business! NSD Linda Toupin has taught us that "you become like the 5 people you surround yourself with". If you want success, put yourself in the presence of other successful Mary Kay people.

2. Why should I Attend Success Nights?

The number one reason is to "stay plugged in"! Success Nights are the only way for you to stay abreast on all of the GREAT new products, current contests, company news and techniques. Plus, it is the only place that you will receive the recognition that you deserve. Mary Kay always said that when you miss one meeting you are sick, miss two meetings and you are dying, and miss three meetings and you are DEAD! When you have a bad week, YOU NEED THE MEETING. When you have a good week, THE MEETING NEEDS YOU!

If you are not driving distance from me, we'll find you a fabulous Adopted Director and Unit. You can attend their Success Night and take part in their functions and training even though you will remain a part of our Unit.

3. Is there a cost?

To aid in the cost of the room and copies of meeting information for all Consultants and your guests, there is a small room fee. The fee is \$5 per week, or you can pay for the full month in advance for only \$18.

4. What is the Suggested Attire?

Mary Kay has always asked that we wear a skirt or dress. She believed that when we look good, we feel good! Don't you agree that when you are dressed up you feel more successful inside? That you have an edge of confidence? You will always see me in my Director Suit and Star Recruiters will be in Red Jacket and Skirt.

5. Dialogue for Inviting Guests to Girl's Night Out

Hi _____, I'm so excited about something, do you have a quick minute? Great! I'm a new Beauty Consultant with Mary Kay and I have the opportunity to bring my favorite Women in my life as models for me. It's so much fun! You get to meet the most amazing positive women and have a skin care and color makeover! Is there any reason why you couldn't be my guest _____ evening? Great! I will call my Director, Michele and turn in our reservation! Should I send you directions or pick you up? See you Tuesday night! ***You may want to let your guests know that we dress professionally. They are more than welcome to dress however they choose but you don't want them to feel bad about not knowing