



Choose your Style:

Levels of Mary Kay Consultants

1. Career: 30 to 40 hours per week
2. Full Time: 20 hours per week
3. Part Time: 10 hours per week
4. Hobby: Hold appointments— few a month
5. Spare Time: Wholesale Products for yourself, family & friends, etc.

Income potential is unlimited and it's matched by your efforts...

- ◆ Communicate what style you want to Operate in for the next six months to your Recruiter/Director.
- ◆ Know that what level you want can go up or down in your life as your lifestyle may change every year as your life changes.
- ◆ Those that develop strong Mary Kay Businesses allow flexibility to go up & down in styles based on life stage.

What to do: The Wheel of Success

- Get leads and referrals
- Book appointment times to do facials, parties, shows, share the opportunity.
- Hold appointments ~ use month at a glance & green highlighter to determine when you want to work.
- Follow up customer service calls to service customers = Re-order Business
- Call sister consultants, recruiter & Director to receive coaching
- Attend ongoing trainings & conferences.
- Attend Success Meetings & conferences