

YOUR SUCCESS NIGHTS OF CELEBRATION!!!!

We are soooo thrilled with the momentum happening at our success meetings!! Each of you is playing an important part in that!! You will be motivated and inspired and your guests will buy products and indicate a desire to come into Mary Kay! That's about as good as it gets, isn't it?

In the interest of keeping this momentum happening smoothly and presenting a polished professionalism, please read the following guidelines to help you gain the greatest benefits from your unit meetings.

- Please be sure to tell models to arrive at 5:45pm and you will need to be here at 5:30pm before our meeting. That gives you time to set up and select colors so that the rest of the models can begin promptly at 6:00pm. We will start our Model Class promptly at 6:00pm. Should a model arrive after 6:00pm, have her tray prepared for glamour, and she can join in at the glamour point. Please bring 1 wrapped MK product per guest for our giveaway basket.
- If you are watching the model class to improve your appt. skills, be careful not to talk to sister consultants so that the models and those in the training class can hear everything.
- Cost is \$6.00 per consultant. Guests are always free! Consultant training is from 6 pm to 7 pm. From 7 pm - 7:45 pm—Introduce guests. If you have a guest, you will introduce her and share color look she tried. Following guest introduction will be recognition. Make sure you have filled out your weekly accomplishment sheet prior to coming to the meeting so you can get recognized. Recognition will be followed by motivation, inspiration & fun! Positivity is always the key!
- Here are the items you need to be sure to bring for your models. We will have all the products displayed for you.

Have a CLEAN face case for each of your models with your name clearly on it. You'll also want to be sure your name is on your Go Kit. Also have facecloths, sponge tip, mascara, and lip applicators and plenty of cotton balls. Dispense the following products on the trays: skincare, foundation, concealer, mascara, mineral powder, and oil-free eye-makeup remover on a cotton ball set apart. Also, have a glamour Look card ready for each guest. Have a profile, pen, sales ticket and beauty book for each guest. You may want to put this checklist in your datebook as a guide. It's a good idea to order extra face cases and have them ready to go. The plastic tray, facecloth and applicators fit nicely inside the face case. Have available products in your car to sell and to get for them after the meeting, this will cut down on delivery time. We will attempt to close your guests for you with the Closing Sheet and Sets for them to take home.

We recommend having these following sets done up so it's easy for you to sell to your guests. Have copies made and ready of the enclosed Closing Sheet for your model to fill in at the end of the appt. We will be promoting the Travel Roll Up Bag and the sets featured in the Beauty Book. You may wish to have some of these sets put together in vinyl bags.

- Work smart, not hard. These model clinics can be so powerful for your business. While they are NOT meant to take the place of your regular weekly appointments, it gives you another forum to sell and recruit. Your guests will receive training, inspiration and education right

along with you. Having models is wonderful training for you in glamour. And for some contacts that you feel inhibited to share the opportunity with, this provides a great team-building forum for you.

Believe me, no one likes to be in comfy clothes more than I, but I am committed to keeping Mary Kay's standards of excellence shining in our meetings by encouraging appropriate attire at our success meetings. . .for it is a NIGHT OF CELEBRATION!!! A night to dress up a bit!!☺ You can buy one or two items and wear them every other week☺ (Be careful, your husband may take a double-take or three☺) **Also, be sure to let your guests know what the dress attire is. This is a celebration for them, too!!!** They will not want to feel out of place by not wearing a dress or skirt when everyone else is.

We depend on you to keep our image high and excellent. Everyone sees Mary Kay Cosmetics as a cut above the rest---having a sense of professionalism that other direct sales lines do not possess. Holding this standard high keeps YOU in business and keeps business coming to YOU!

"Whatever you ardently desire, fervently believe, and enthusiastically act upon - will inevitably come to pass!!"

-----Mary Kay

"Your achievements in life are going to be in direct proportion to your dedication, commitment and follow-through!"

We celebrate YOU each Monday!!!

Thanks for being the BEST you can BEE!!

Mary Zimmerman