





12 Steps to get your Business off to a Great Start in 3 weeks!  
(Check off your list as you go)

<p>1st Week:</p>	<p><b>1 Attend New Consultant Orientation</b></p> <p>Determine your inventory needs and make your decision within 24-48 hrs. Work with your Director to place your initial order to be sure you take advantage of all first-time ordering bonuses. The Color 101 Look bonus will <b>expire 15 days from your start date.</b> Calculate Your Expiration Date: _____</p>	<p><b>2 Make a list of everyone you know - back of page 4</b></p> <p>These contacts will be the start of your new business. Don't pre-judge...list everyone you would invite to your wedding if money were not a concern. Highlight the names of those who you would LOVE to have on your team.</p> 	<p><b>3 Schedule &amp; Track your Power Start with Page 4</b></p> <p>Email your Director your list of appointments with names and phone numbers. She will thank them personally for helping you with your goal.</p> <p>Facial = 1 face Double Facial = 2 faces Class = 3 faces Class = 1 hostess + 2 friends.</p> 	<p><b>4 Attend your Weekly Success Event to get your MK Pin.</b></p> <p>Take a look at the W.I.G.O. (What Is Going On) and choose the weekly success event that works best for you. Bring a friend for a gift. Nothing is mandatory, but Consultants that "show up go up."</p> 
<p>2nd Week:</p>	<p><b>5 Learn the Products</b></p> <p>Start using all the products from head to toe. If you don't have any use the ones in your starter kit when it arrives. Place the Look Book and Beauty Book inside your purse &amp; read them everywhere you go so you can become familiar with the prices &amp; products. <b>Repetition is the key to learning - so read them several times. =)</b></p> 	<p><b>6 Register for First Steps at <a href="http://www.marykayintouch.com">www.marykayintouch.com</a></b></p> <p><b>Register to send 15 FREE brochures to friends announcing your new business.</b></p> <p><b>Register for MK website for only \$25 for your 1st year.</b></p> <p><b>Order your Business Card Kit - a \$73 value for as low as \$40</b></p> 	<p><b>7 Listen in to the: Sunday Night Conference Call at 9:00 pm</b></p> <p>Every Sunday night receive training on developing your business skills. Grap a cup of coffee and curl up in your favorite chair as you learn from the comfort of your home =)</p>  <p>1-424-203-8400 Password = 635860# Press *6 to mute the phone</p>	<p><b>8 Submit your WAS</b></p> <p>What is a WAS? Weekly Accomplishment Sheet</p> <p>You complete it weekly online to record your accomplishments - sales, bookings, etc... and receive recognition at the weekly event. Receive your Crystal Bar Pins based on your Y.T.D. Sales. Go to: <a href="http://www.marykayintouch.com">www.marykayintouch.com</a> →Business Tools →WAS</p> 
<p>3rd Week:</p>	<p><b>9 Open a FREE Checking Account</b> </p> <p>...at any bank that offers FREE <u>personal</u> checking and a debit card. You should keep your business and personal finances separate. Deposit all your cash and checks. Link this account to your ProPay account for Credit Card Sales. The Money Management Class at MKU will provide more details.</p>	<p><b>10 Set up PROPAY</b> </p> <p>ProPay allows you to process your customer's Credit Card Sales. You can accept Visa, MasterCard, Discover &amp; AmEx. The Premium Account is available for an annual fee of \$39.95. Now you can choose to pay this amount in one single payment and be eligible to qualify for a rebate credit of \$39.95. <b>Accept the FREE Debit Card Offer.</b></p>	<p><b>11 Listen to the CD's from your Starter Kit.</b></p> <p>Listen in your car while you sit in traffic. Take advantage of the time you do have and work smarter rather than harder!!</p> <ul style="list-style-type: none"> <li>• Team Building CD</li> <li>• Success Stories CD</li> </ul> 	<p><b>12 Earn Prizes as a NEW Consultant!</b></p>  <p>Please look at the Consultant Prize Sheet in your folder. It's filled with prizes YOU can earn in your first 30 days. Please take advantage of them. If you have questions please call your director! <b>Make sure you RSVP for Mary Kay University!!</b></p>