



Let's Get Ready for Flight...

MARY KAY®

Preparing yourself for your Mary Kay business is a lot like a pilot preparing for flight. They use many detailed CHECKLISTS. This is done in order to ensure a safe flight.

Success in your Mary Kay Business is very similar. This workbook used in conjunction with New Consultant Training (Boot Camp) has been designed to help you prepare for your take off, flight and landing.

The Checklists below are found on:

www.dynettaminter.com

Password: excellence

Under the "New Consultant" heading

Checklists include:

Checklists you will use in your FIRST week of business

- Checklist #1...** This is your TOTAL Focus while you are waiting on your Starter Kit to arrive!! Putting your energy into completing this 1st Checklist will keep you focused and moving FORWARD in your business. PLUS, when you complete it, you get your first PRIZE! :-)
- Checklist #2...**Preparing your Home Office.... Work on this after you have completed Checklist 1.
- Checklist #3...**When Your Starter Kit Arrives

Checklists you will use in weeks TWO - FOUR of your business. These are found separately under "**New Consultant**" heading on www.dynettaminter.com

- Checklist #4...**After Your Inventory Arrives
- Checklist #5...**Before and After Your Business Debut
- Checklist #6...**Before Your First Party or Facial
- Checklist #7...**After Your First Product Sale, Facial and/or Party

Enjoy the journey!

Independent Senior Sales Director,

Dynetta Minter



New Consultant Checklist #1 Beat Your BOX!!

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Complete this list before your Starter Kit Arrives and get this PRIZE!

- Go to www.dynettaminter.com and click on "New Consultants". Password is: excellence and complete the "Getting to know you" information. It's "Step 3" on the page.
- Listen to 'Stacy James'. This is "Step 4" on the page. Check this block after you have discussed your inventory options with your director. Keep in mind, you will complete your first order with the guidance and wisdom of your Sales Director. Hundreds of dollars of free products are only available with your first order. Remember, this order is CUSTOMIZED for YOU and your customers so you will work closely with your director to choose items you both believe will sell FAST!
- Submit your photo! This will be used for recognition! This is "Step 5" on the page.
- Purchase 3 ring binder (The Dollar Tree has great ones).
 - Section 1 — Master To-Do-List each week
 - Section 2 — Prospective customers, hostesses and team members
 - Section 3 — Notes from training and meetings
- Create your Contact List
This is a list of 75+ people you know. (Who would you invite to a big wedding? 300 invitations is average number for church wedding) Don't prejudge. You will invite these women to be your first practice faces for your Power Start. Put their names in Section 2 of your 3-ring binder.
- Schedule with your recruiter to attend your weekly meeting this Thursday at 7pm at the DIVA Dome located at 1400 Envoy Circle, Louisville, KY 40299.
- Establish primary forms of Mary Kay Communication
 - Email Address (Send me an email to dynetta@dynettaminter.com to ensure you are on my distribution) Put "Add Me" in the subject line.
 - If you like to text, send me a text to 502-550-4369 and let me know!
- Open separate checking account with a Debit Card at a bank local and convenient to you. Make sure it's a FREE account!
- After you've done everything above, Click on "Step 6" on the page because you have just earned your first PRIZE!! This fabulous MONEY Bag is now yours!!
- HAVE FUN and Enjoy your Journey that is being designed by YOU!!
- Now, let's move on to your Boot Camp Training! Yay! Congrats on completing your First Steps in your new Business! You're on your way!





New Consultant Checklist #2

Preparing your Home Office...

- Work on these lists while you are completing your New Consultant Boot Camp Training
- Create a separate workspace for your business.** This could be a separate room, or a corner of a room in your home. THIS IS VERY IMPORTANT. A neat and organized workspace contributes greatly to a happy and healthy business owner.
 - Desk
 - Computer with Printer
 - High Speed Internet if available in your area, otherwise use the fastest bandwidth available.
 - Shelving for your inventory. (Book shelves, hutch, small linen closet with lots of shelves, etc.)
 - Instead of file folders for your papers and brochures, try a paper organizer on or near your desk.
 - Cell or home phone with large minute or unlimited plans. Also back-up service in case you lose or damage your cell phone.



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New Consultant Checklist #3

When Your Starter Kit Arrives...

- Order your initial inventory store if you haven't already.**
- Schedule your Business Debut.** *Check with your director on size of inventory necessary for debut. Typically a star order of \$1800 + wholesale will provide enough products to service those that attend and create some displays.*
- Keep your Starter Kit Box.** *It will make a great presentation one day when you tell audiences all over the world "What you found inside your Starter Kit Box".*

IN YOUR STARTER KIT...

- Follow each step in the Starter Kit box carefully!
- Double check Starter Kit contents list.
- Put the dates of all Mary Kay trainings and Success Meetings in your Mary Kay Datebook** for the next 3 months.
- Check out the Star Consultant Prize Brochure** that is in your **Applause Magazine**. Your product orders this quarter will help you earn those gifts.
- Begin ready and putting tabs in your **Start Something Beautiful Magazine**
- Try all the Products in your Starter Kit that you don't already use! :-)**

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