

Consultant Checklist:

This packet contains step-by-step instructions for your success! Please follow this \$\$MILLION DOLLAR CHECKLIST for your maximum success in your business! This checklist is VERY important; please keep it handy so that we can talk about it when we speak on the phone.

Your success is very important to me!

- ___1. I have listened to the enclosed CD within 24 to 48 hours of my new consultant orientation and have called Dawn with my inventory decision to receive my gift!
- ___2. I have completed my Mary Kay First Steps Program. By logging on to www.marykayintouch.com and have signed up for my 15 FREE mailings to my future customers!
- ___3. I have committed to attend both New Consultant Training Sessions to get my business off to the best start possible!
- ___4. I have opened a separate bank account for my business and have signed up for Pro-Pay. (Go to any local bank that offers free checking and a debit card, it is imperative that you keep your business and personal finances separate! To set up Pro-Pay go to www.marykayintouch.com home page; on the left hand side is the Pro-Pay icon. Click on that and join so that you will be able to process your customer's credit cards.
- ___5. Sell \$100 while waiting for your starter kit to receive the "I Do Faces" pin.
- ___6. I have highlighted my date book with available dates for facials, classes and interviews.
- ___7. I have set up 3 "practice" interviews with Dawn. These customers or future customers and should be some of the "sharpest" women you know. PLEASE DO NOT PRE-JUDGE! Just ask them if they would be willing to help you out with training and give you their honest opinion of what we do! 3 interviews in one week will earn you your Pearl Earrings!
- ___8. I have become familiar with the products in my starter kit! Your goal should be to use all Mary Kay products, head to toe! (You can't sell what you don't use!) Study the Look Book and Beauty Book to become familiar with the products, also check out Product Central on In-Touch!
- ___9. I will attend my Unit's weekly Success Meetings: Tuesday nights from 6:00pm-8:00pm at Dawn's home,
1469 W 37th St. Erie, PA 16508, corner of 37th & Washington Ave. (behind Fullerton's Appliance store)
- ___10. I will stay in touch with my Director. Dawn: I will work closely with those who are working. Don't hesitate to call with questions. Reach me at 814-397-5656 or send an email to dawncontrucci@aol.com.
- ___11. I will complete my weekly accomplishment sheets every week and bring a copy to Dawn at our weekly success meetings! (These sheets are found in the paperwork in your starter kit, or you can get more copies at www.marykayintouch.com) this is vital to a successful MK business! Keeping track of all your sales is imperative at tax time too!