

# What do I do after my Business Debut checklist?

Complete this checklist so you can check it off on your "Million \$ Checklist"

- \_\_\_ 1. Add up your sales, the number of appointments you booked & the number of practice interviews you booked! Send a message to Angie to let her know the results! Get in the habit of sharing all your good news!
- \_\_\_ 2. Record your sales in your Online Weekly Accomplishment Sheet on marykayintouch.com & fill out your first 20/20 sheet. 20/20 is due every Monday by midnight!
- \_\_\_ 3. Deposit your sales into your MK checking & savings accounts. Remember, if you are not "on profit (full store)" then part of your profit will go toward building your full store. Not everyone can come into MK with a full store but there is no reason you cannot build to a full store by running a clean business (do the 60/40 split).
- \_\_\_ 4. Quickly reorder any products you did not have on hand at your debut to fill orders expediently or place an order to replace the products that you sold.
- \_\_\_ 5. Follow up within 24-48 hours (no later) with a quick phone call to everyone who was at your Debut to thank them and to confirm their appointments. Also, call all your hostesses to get their guest lists!
- \_\_\_ 6. Send a friendly reminder email and text to every guest we booked an interview with!
- \_\_\_ 6. Write a quick thank you note to everyone who attended your business debut!
- \_\_\_ 7. Get 8 Skin Care Classes on your date book for the next 30 days to earn your Pink Rock Ring!
- \_\_\_ 8. Earn your Pearls of Sharing in the next 30 days! Submit results to Angie to receive your prize!
- \_\_\_ 9. **Last, but VERY CRITICAL...Call all your guests who could not attend you Business Debut!** Say something like the following, but make it NATURAL TO YOU & KEEP IT LIGHT! Don't take yourself too seriously! Say, "Susie Q, hey, this is Angie...do you have a quick second? Well, I am so sorry you missed my business debut...we had a great time...we missed you...everything went great! I wanted to let you know about my first goal...to practice on 30 faces in 30 days! I get this really beautiful Pink Rock ring once I have practiced on 30 faces! I would love to borrow your face and get your opinion of our products! So, is there any reason why we couldn't get together? What's best for, this week or next week?" \*\*After you book a day and time with her say, "When you have at least 2 friends attend your appointment with you, you qualify for discounts! Is there any reason why you wouldn't want to have a few friends attend your appointment with you?" \*\*If you get voicemail say that you have a really important question to ask & leave it at that! Don't ramble on about your goal!
- \_\_\_ 10. **Step 9 is EXTREMELY important!** Don't miss out on sales & appointments by not calling your people! You could seriously pass up thousands of dollars in the long run! No joke!

# 30 Faces Tracking Sheet



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**You Can Do It!**