

Dear Kristin,

I just wanted to say what an honor it is to be a part of your amazing unit and team! When I joined Mary Kay on May 15, 2010, I truly did not comprehend what this company could offer me in such a short amount of time. I never would have guessed when I signed up in May that I would be a Director in Qualification (DIQ) just four months later, and be on target for my car.

Hindsight is always 20/20, but if there were just a few changes I could have made to my Mary Kay business when I started, it would be two things. The first and biggest change I would have made was my inventory selection. I choose to become a star consultant and purchased a \$3000 store because in my mind it was the best choice. Honestly, I was just "playing it safe." I never would have imagined my business would just boom by having 2 parties a week. In the past 4 months, I have made 17 cosmetic orders online, spending \$152.12 on shipping. I have run out of products numerous times. Either because I would sell out of my most popular items, or didn't have certain items because I only had 3 departments from my initial inventory order. Knowing what I know now, I would have done everything in my power to purchase the \$4800 package. In the pearl package, I would have had 7 departments (meaning I was stocked up on all items), and had enough items I would only have to re-order once a month. This would have saved me \$116.32 in shipping costs. That's a childcare payment for a week, or money I could have put towards paying off my loan.

The second change would be booking 10 parties in my first month of May, instead of waiting until the end of June to start having parties. This is why I did not get my 30 faces in 30 days in my first month. I know, shame on me. After that, I quickly learned my lesson, and booked as many parties as I could and reaped the benefits from it.

The reason I am telling you this is because I feel like as a team, we need to encourage the future leaders in Mary Kay to not shy away from having inventory, or give up because we did not qualify for a loan. The best way to succeed is to give the customers what they want, when they want it. Happy customers make a happy and thriving business.

Thank you for your time!

Your Friend and colleague,

Sandy Gant, Mary Kay Consultant and DIQ