



6 most important things

New Consultant Checklist #1



___ 1. **Do a happy dance!!** You just started something beautiful! Yay! Congratulations on changing your future starting TODAY and welcome to OUR beautiful Mary Kay Family! If you haven't already...send me a friend request on FB so I can add you to our Unit Page and introduce you to the rest of the team!! 

___ 2. **Download Voxer!** (it's free in the app store) and send me a hello! **Our communication is key to your success.** I can't help you if I don't hear from you! This will allow us to communicate back and forth on our own time with our busy schedules. It's like a high-tech walkie talkie!! 

___ 3. **Get Intouch!** Log onto www.marykayintouch.com with your consultant ID and create your password. From here you will finish your online checklist and complete tasks like **setting up your website**, your **Propay account** and **ordering your business cards**. You can even send e-cards to your potential customers!!

___ 4. **Make a List!** Create your "Who Do You Know" contact list of 50+ people with skin :) Friends, relatives, neighbors, etc. Put an * by potential power partners and let me know who those people are! (please see enclosed contact list template)

___ 5. **Take Note!** It's time to listen to New Consultant Orientation! Copy this site into your browser <https://c.unitwise.com/004673/Audios/3001/newconsultantbusinessplan3.mp3> to listen to orientation. Set a time with me in the next 24 hours to do your Welcome Chat and talk about all of the things you heard on this call. **Check this off within your first 48 hours and you will earn your Mary Kay Car Decal from me!!** 

___ 6. **Attend your local weekly Success Meeting!!** You will be trained like a pro, praised to success and awarded prizes galore! This is crucial to your success!! If you've had a great week, the meeting needs you—if you've had a bad week, you need the meeting! This is where our team comes together! Dress for success in a skirt or a dress for all Mary Kay events!

Complete this list & return to Trisha to receive your Business Card Holder! You can begin Checklist #2!

6 most important things

New Consultant Checklist #2



___ 1. **Plan Your Work!!** Go to www.thepinkplan.com to create a business plan and print it and bring it to your next success meeting, as well as email it to me!

dehartdeltas@gmail.com

___ 2. **Work Your Plan!!** Use the weekly plan sheet (attached in this packet) and sprinkle in "MK Hours" so you'll know when to work your business. Include phone time, Success events, and booking slots. Treat your MK Hours like a surgeon would - you are only available to do appointments during your MK booking slots. In Mary Kay, we have the privilege of designing our lives and being in charge of our God, Family and Career schedule!

___ 3. **Business Basics!** Open a free checking account specifically for your MK business and request a debit card to run a clean business and separate your business expenses from your profit. Also, check out the Business Kit from MK Connections (www.mkconnections.com) which includes your business cards, labels, self-inking stamp, and nametag!

___ 4. **Stock Your Store!!** It's time to activate your discount and get your shelves ready for your customers! Now that you've heard the orientation information, and your inventory decision has been made, let's customize your order! Lets "**Beat the Box**" and place your order before your starter kit arrives (within 72 hours of starting your business) and you will receive a gorgeous Mary Kay Bling Calculator from me!! 

___ 5. **Know The Story!** Learn about our amazing founder, Mary Kay Ash! Let me know when you have read the first three chapters of her autobiography from your starter kit! Hearing her story and inspiration will help you understand the heart behind our company!

___ 6. **What you think about you bring about!!** Affirmations are so very important! An example would be, "I love to book! Everyone loves to book with me!" or "Today is a day I make things happen". Once you have a few written, share some of them with me on Voxer!! I would love to encourage you!!

Complete this list and return to me to receive your Mary Kay Money Bag!! You can begin Checklist #3!


6 most important things

New Consultant Checklist #3



_____ 1. **Memorize!!** I have memorized the following ratios:

- * 1/3 of your bookings will hold on the original date
- * You must invite 5 face models to get 1 confirmed
- * 1/5 guests you have CONFIRMED for a Guest Event will show
- * 1 in 5 whom you share the Mk opportunity will join your team
- * National Average sales for a group appointment is \$250
- * Out of 10 phone calls (on a given night) you will probably get 5 answering machines, 2 "not here's" and 3 actual people you are trying to reach.

_____ 2. **Book!!** Call through your 'Who Do You Know' list using the Power Start script to book your 10 Practice Parties! Choose 10 people from your list that love you and will support you in your business to host a practice party! Having them each host one will bring different groups of women to you. This is much more beneficial than getting all your loved ones together at one time! Complete the Book 10 Challenge (enclosed) and receive your Mary Kay Check Book Cover!! 

_____ 3. **7 Day Selling Challenge!!** The goal of this challenge is to sell \$24 to 24 people within your first 7 Days of Business!! They can be absolutely any items! Call some friends, text out your challenge, take a Look Book with you to work. I have also enclosed an example of a selling packet for you to distribute to your contacts!! Print it, paste it to an envelope and profit! You got this!

_____ 4. **Sharing Challenge!!** Have 4 people complete a Fun Facts Chat with me as a part of your training to earn your Pearl Earrings! When you educate another 4 hostesses on our business opportunity, you'll earn your Pearl Bracelet!! Have 4 additional people do a face to face interview or coffee chat with me to earn your Pearl Necklace!!!

_____ 5. **Track Progress!!** Turn in your 1st Weekly Accomplishment Sheet online via inTouch. Even if it's \$0, get in the habit of filling this out each week by Monday. This is great way to track how much you're getting paid, how much you're spending, and notify me if you need my assistance!

_____ 6. **Star Power!!** Commit to set the dates for your POWER START (30 faces in 30 days) from _____ to _____. You are officially a Star Consultant, with \$1800 in wholesale orders!!

Complete this list and receive your Mary Kay Notebook from me!! Congratulations!!