



Welcome

TO SOMETHING AMAZING



Congratulations on your decision to become an Independent Beauty Consultant. I truly believe the reason for our success now and in the future can be traced to one common factor: quality people like you!

Welcome to our Fabulous Unit!

I love this business because you never stop learning and there are always opportunities to grow. As a new Consultant, I strongly urge you to start scheduling and holding your first appointments as soon as you receive your Starter Kit, because what you lack in experience you can make up for in enthusiasm! Although you'll have the opportunity to take advantage of continuous education in your Mary Kay business, activity will provide your greatest sense of learning. Mary Kay herself often said, "You can do everything right with the wrong attitude and fail to succeed, but you can do everything wrong with the right attitude and succeed beyond your dreams!" The first few weeks of your Mary Kay business can really set the pace for your future.

I am so excited for you! I care about your future and I am committed to helping you succeed. You'll want to try all the products, schedule a time with me for New Consultant Orientation, and start working on your contact list. As always, I will match my time 100% with your efforts! Be patient with yourself and just take it one step at a time. We'll move at your pace. Have a great start!

Blessings,



FIRST 7 DAYS Challenge

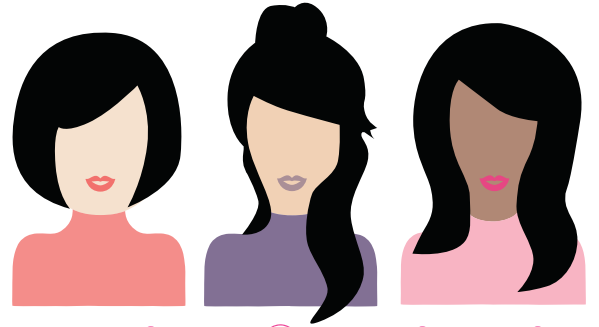
Sell 25 items in the first 7 days of signing your agreement & receive your **Money Bag!**

Customer Name:	Product(s) Sold:	Total:
1. _____	_____	_____
2. _____	_____	_____
3. _____	_____	_____
4. _____	_____	_____
5. _____	_____	_____
6. _____	_____	_____
7. _____	_____	_____
8. _____	_____	_____
9. _____	_____	_____
10. _____	_____	_____
11. _____	_____	_____
12. _____	_____	_____
13. _____	_____	_____
14. _____	_____	_____
15. _____	_____	_____
16. _____	_____	_____
17. _____	_____	_____
18. _____	_____	_____
19. _____	_____	_____
20. _____	_____	_____
21. _____	_____	_____
22. _____	_____	_____
23. _____	_____	_____
24. _____	_____	_____
25. _____	_____	_____

It's only 25 items, you can DO IT!

Be a Pearl Girl

Mary Kay Ash created the Pearls of Sharing program. It is a classic part of the Mary Kay heritage. In your first month of business you can earn your pearls when you "Pass It On!"



Share the Opportunity!

When you practice sharing the opportunity with 6 people and your first team member places a \$600+ order, you'll receive your Pearls of Sharing!

3 Ladies:
(Earrings)

Name: _____ Date: __/__/__

Name: _____ Date: __/__/__

Name: _____ Date: __/__/__

3 More Ladies:
(Bracelet)

Name: _____ Date: __/__/__

Name: _____ Date: __/__/__

Name: _____ Date: __/__/__

1st Qualified Team Member:
(Necklace)

FREE Welcome Gift

Place a \$600 or more wholesale section 1 order within your first 15 days of starting your business, and get this gorgeous Color Look worth \$132.50 in suggested retail products. Visit InTouch to place your order, get your FREE Color Look and see more offers just for you!

Hurry!

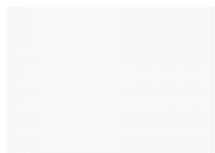
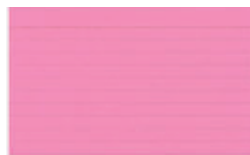
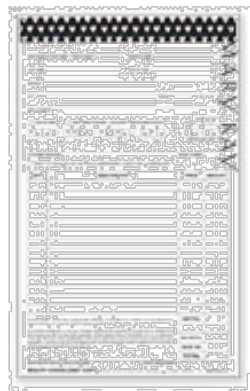
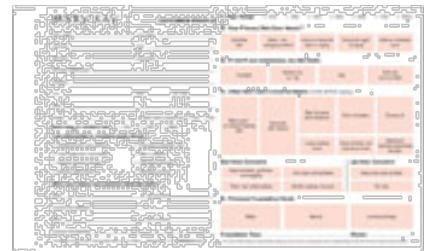
THIS BEAUTY IS ONLY
AVAILABLE FOR A
LIMITED TIME!



Mesh Bag Contents

Black Mesh Zip Bag	Lip Applicator*
Mirror with Base Tray	Mascara Wand/Sample
Customer Profile	Cotton Round*
Sales Ticket	Headband*
Index Card*	Pen*
Disposable Facial Cloth	Disposable Tray
Tray Template	

* These items not included in your starter kit



Activity Status

& YOUR EARNED DISCOUNT PRIVILEGE!

Definitions:

Retail: What the customer pays (full suggested price)

Wholesale: What the consultant pays (50% discount)

Earned Discount Privilege: The consultant's ability to order at wholesale prices as long as she remains active.

Active: Any month that consultant places a wholesale order of \$225 or greater, she is considered active for that month and the following two months. (Following the initial order, cumulative monthly orders can be of any size.)

Inactive: If a \$225 or greater order is not placed by the last day of the third month, the consultant is considered "inactive" and her Earned Discount Privilege is expired. A SINGLE \$225 or greater order is needed to regain active status.

Examples:

 Active  Inactive

January	February	March	April	May	June
	\$225 Wholesale 1st Month Active				
	\$225 Wholesale 1st Month Active	\$110 Wholesale \$115 Wholesale 1st Month Active			
\$225 Wholesale 1st Month Active	\$75 Wholesale	\$110 Wholesale \$115 Wholesale 1st Month Active			

Scam Alert!

It's sad that we even need to bring this to your attention, but you need to be aware so that you aren't a victim. In order to protect yourself from fraud, please read below:

Every time you receive an order from someone you don't know, ask yourself some questions:

1. Do I know this person?
2. What was the purpose of their contact?
3. Do they live in my area?
4. Is their grammar/spelling incorrect?
5. Do they have a first time, large order? Many of the same item?
6. Do they have an impairment (deaf, blind, unable to talk on the phone)?
7. Do they mention a big event—i.e. “daughter wedding”, “sister birthday”?
8. Is there a time issue mentioned (i.e. “Daughter wedding next week!”)?
9. Is there mention of a money order or cashier's check?

These issues above should raise red flags. Call your director IMMEDIATELY!

If it seems too good to be true, it probably is.

Also, read “[Protecting Your Business from Fraud](#)”

on InTouch under the “Legal” tab.

▼ If you receive scam messages, simply delete it. Do not respond.

new Consultant CHECKLIST



- Log on to inTouch and set up your password**
- Friend me on facebook:**
- Download the apps** 1.Great Start 2. MyCustomers+
- Complete the new consultant profile** for a mystery prize!
- Watch the inventory video**
- Watch the great start rewards video**
- Call/text/vox me to let me know you've completed steps 4 & 5**
- Grab your Start Something Beautiful magazine** from your starter kit and read it front to back and back again! You're gonna love everything about it to help you with your new business!
- Make your FRANK's list** (Friends, Relatives, Acquaintances, Neighbors, Kid Contacts)
- Start Selling!** Complete your 7 day challenge to earn your money bag from me!
- Sign up for your Personal Website** via inTouch
- Order your business card kit from mkconnections** to take advantage of FREE business cards
- Get the square app** > ask your recruiter to send you the link for your first \$1,000 free processing!
- Invite guests for your next Girl's Night Out!**
- Setup a separate personal bank account** with a debit card for your business.
This is recommended for tax purposes.
- Observe 3-5 skin care classes** (i.e. Girl's Night Out, launch party, watch recruiter, etc.)
- Start your on-line training** 1) MKU 2) Skin Care Confident 3) Color Confident
- Create a private customer only Facebook group** > Review social media guidelines on intouch.
- Program the million dollar message # in your phone** and listen daily! You'll love it!
641-715-3900 Pin: 44336#
- Place your initial product order** with your director within your first 15 days to maximize your FREE product bonuses!

Prizes Galore!

Complete New Consultant Questionnaire

Completed



Mystery Gift

Complete First 7 Days challenge

Completed



Money Bag

Complete FRANKS list & text pic to Director

Completed



MK Car Decal

Place Initial Inventory Order:

- \$600+ Company Bee Jewelry
- \$1200+ Company Bee Jewelry + T-Shirt
- \$1800+ Company Bee Jewelry + T-Shirt + Star Consultant Prize



Complete Perfect or Power Start

- Perfect Start (15 faces in 15 days)
- Power Start (30 faces in 30 days)
- Power Start Plus (30 faces in 30 days + Pearls of Sharing)



Complete Pearls of Sharing

- Earrings (share with 3)
- Bracelet (share with 6)
- Necklace (1st qualified team member)



Girls Night Out!

These evenings are the perfect place to **WORK SMART, NOT HARD!** Each meeting you will have the opportunity to bring guests to a skincare class (or speciality class) guided by your director and seasoned consultants. This is a great time for you to learn, earn, and team build! Asking multiple people to be your face model/guest each week will ensure that you always have someone with you! Never attend an event alone if you want to move up the career path!

You will be responsible for the following:

A mesh bag & Look Book for each guest, plus all the products that will be used during the facial

Don't forget to bring with you:

1. A gift/goodie bag for each of your guests
2. Your datebook and money bag
3. Hostess packets and team building packets
4. Mary Kay pins for any new team members

Procedure When Arriving:

1. Arrive a few minutes early to get set up for your guest before she arrives (have a placecard with her name on it)
2. Sign in and pay room fee
3. When she arrives:
 - Help her find her seat and leave her belongings there
 - Pamper her with Satin Hands and offer her water
 - Introduce her to your director
 - Ask her to complete her profile card
 - Match her foundation
 - Fill her tray (if not filled before she arrives)



After the event:

1. Walk through the individual consultation with her
2. Be sure to talk with her about being a hostess, a team member or BOTH!
3. If she has questions before she leaves, please be sure to bring her to your director to help answer any questions.

As a Beauty Consultant, we want to present a professional image so we ask all consultants to::

- Wear "MK Professional" attire- professional length skirt or dress, peep-toe to closed-toe shoes
- Bring a notepad and pen
- Wear appropriate makeup
- Bring a positive attitude

Congratulations!



By completing this training packet, you are well on your way to a solid, profitable and exciting business. Call me so we can do some advanced goal setting together and help you reach your next milestone.

ALWAYS REMEMBER:

1. I am here for you.
2. I can't read minds, so I am depending on you to communicate with me.
3. The only way you can fail is to quit!

Here are 3 things I always ask of you:

1. Trust me
2. Communicate with me
3. Show up

We cannot touch our clients face, but there is no rule about touching her heart 

“What is it you want from your Mary Kay business. Remember that all of your goals and desires are of no value unless you put them into action. Did you know that procrastination comes from fear? So act without hesitation because action cures fear. Remember that the death of fear is in doing what you fear to do. Remember that you really are wonderful. Believe it now and act upon it, and soon you will be the winner that you so richly deserve to be.”

-Mary Kay Ash