

# Congrats

# BOSS BABE


## WHAT'S NEXT?

\_\_\_1. TUNE IN to your Next Steps Bossbabe Videos (5-videos total)

\_\_\_2. Collab with your director to create your very own BossBabe Business Plan! Get on her calendar for your planning session by texting her, "I'm ready to plan!"

\_\_\_3. Let's Launch! Select a date/time for your Virtual Launch Party.

\_\_\_4. Who's Invited? Create an imaginary wedding list: Imagine it's the wedding of your dreams and you have all the money in the world; who's coming? Make a list of everyone you'd invite 18 years & older.

\_\_\_5. Connect with other BossBabes like yourself on our Champion Family Facebook Group Page. Search for Linda Quillin  Champion Unit

\_\_\_6. Go to [www.marykayintouch.com](http://www.marykayintouch.com) to create your login password.



# Welcome

Welcome to where your dreams change lives! As a Mary Kay Consultant your achievements are recognized, celebrated & compensated. Discover a limitless opportunity with freedom & flexibility. You have chosen this company because you know you CAN have it ALL. And all you need to do is start NOW.

Your Mary Kay experience can be as simple as developing your own self-confidence & reminding yourself how 'fearfully & wonderfully made' you are. I can promise you that just like 'iron sharpens iron,' being around Mary Kay women, our events, our community, our culture - your life will be enriched!

I am 100% committed to the financial success of your business, just as I am also committed in your personal growth. We are now part of each other's lives & I am honored to be your mentor & leader.

Living the Dream,

Linda Quillin



Linda Quillin  
Cadillac Sr. Sales Director

## my favorites

- TimeWise Lip Primer
- cafecito
- Hawaii
- movie time with family
- reading/learning
- 



I recommend following this hashtag **#MyMKLife** & these Mary Kay leaders

@christine\_denton\_barrueco  
@aurihattheway @thepinkhuddle  
@mkmariajose @lipstickleadership  
@mymarykay @marykayus

## OUR CULTURE

*why we do it...*

To enrich women's lives & to be a source of joy

*how we do it...*

### Following these 4 values:

1. **The Priorities Philosophy** - God first, Family second & Career third
2. **The Golden Rule** - Treat others the way you want to be treated
3. **The Go Give Spirit** - Go and give without expecting anything in return
4. **The Invisible Sign** - Imagine everyone is carrying an invisible sign around their neck that says, "Make me feel important"

*what we do...*

1. Sell **Products**
2. Develop a client base with a **Power Plan**
3. **Profit Level**; producing earnings from your business
4. **Pass it On**; we share the business opportunity with everyone

watch the



video here





# products

how to become a product expert

watch the



video here



## 1. use them

The BEST way to sell the products is to use them and to know them firsthand. The more Mary Kay products you use, the more products you will sell. "If you're not selling it's because you're not sold," is a wise saying that holds true today.

## 2. the mk catalog

Separate a catalog for yourself and write your name on it. Take it with you everywhere, especially to your appointments. The back section of the catalog features all the products we offer. Familiarize yourself by reading the product-power-statements & prices.

## 3. visit product central

Product Central is a hub of detailed information on all the products we offer as well as discontinued products. It is like a Mary Kay encyclopedia. You can find it on **MaryKayInTouch.com -> Products -> Product Central**

APPS FOR YOUR BUSINESS...  
download by clicking on the link



great start

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[Google Play](#)



my customers

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skin analyzer

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mirror me

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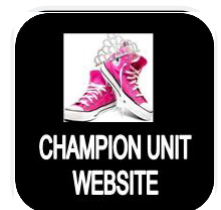
mobile learning

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catalogs

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champion area

Unit Website

# power plan

your first 10 customers

watch the



video here

10 Miracle Set customers X \$110 per Set = \$1,100 in Sales

\$1,100 in Sales X 0.50 = **\$550 IN PROFIT**



## YOUR VIRTUAL BUSINESS LAUNCH

it's time to open the doors of your virtual business!

Invite everyone on your 'wedding list' to your Virtual Business Launch. Your recruiter will support you in making this event a success! There will be product demos, raffles, spread joy & lots of fun! Use this text message to personally invite your guest:

Hi \_\_\_ I am so excited to share that I have started my new business as a Mary Kay Beauty Consultant because I want to be a source of joy for women during these times & honestly I'm in love with the products! I would love to invite you to my Virtual Launch Party and send you the link! It means so much to me to have your support so I can learn & practice as I start this new and fun journey! It's on \_\_\_ at \_\_\_, can you join me?



# produce profit

## inventory management

watch the  
  
video here

In Mary Kay we don't have any requirements. It is your own business & **all the decisions are made by YOU**. Because of that, having inventory is not mandatory. It is highly recommended that you sell and earn all your bonuses. Here you'll learn all the different options available to you to increase sales and to take advantage of those bonuses. This will better show you how to make an informed decision that will support your business goals & dreams.

## bonus bundles

- Your first order comes with a Free Bonus Bundle of \$336.50+ with your initial \$600 wholesale within your first 15-days.
- First 4-months: After your initial order, earn a \$110 Product Bundle for each increment of \$600 wholesale ordered, up to \$693.00 in Bonus Bundles.

[Review your bonus options here --> "Ready, Set, Sell"](#)



## be a star

- \$600 profit monthly with a prize from Mary Kay
- quarterly prize as a Star Consultant
- receive referrals from [www.marykay.com](http://www.marykay.com)
- stars can earn cars by sharing mary kay with more women.

## how

A list of ways for you to engage your customers and increase sales:

- Personal Virtual Events on Zoom
- Driven Area Virtual Events
- Director Virtual Events for your team
- Your Private Customer Group
- Pink Pop Ups
- Skin Analyzer App
- Mirror Me App





pass it on  
we share the business opportunity

watch the  
  
video here



Sharing the Mary Kay opportunity is as simple as sharing your experience & the following link at all your appointments. This is also how your customers will participate in the Michael Kors handbag raffle.

[tinyurl.com/pinkcelebrated](https://tinyurl.com/pinkcelebrated)



## SHARE WITH YOUR BESTIES!

You have 3 starter kit discount coupons to share with 3 friends and valid for *your first 4 months, only*.  
Who do you want to share your coupons with?

**\$25** discount coupon  
on a Starter Kit

**\$25** discount coupon  
on a Starter Kit

**\$25** discount coupon  
on a Starter Kit

Besties Coupons Exp. Date: \_\_\_\_\_



Review your team building bonus options here --> [Team Building Rewards](#)