

Pink
POWER TEAM



GET YOUR NEW YEAR OFF TO A GREAT START! COMMIT TO TRACKING THE FOLLOWING ACTIVITIES.

SUPPLIES NEEDED: (1 Month Supply)

1 INCH RINGED NOTEBOOK

DATEBOOK OR CALENDAR YOU USE DAILY

COMMITMENT TO MAKE A CHANGE AND MAKE THIS WORK

COPIES OF THE FOLLOWING PAPERS.

- One of Important Information
- One of Designing the Life I Love
- One of Each Quarterly Star Consultant Tracking Sheet or corresponds to time frame you're working.
- **One page of Pink Power Team tracking to correspond with your 100,50 or 30 Power Team**
- One Page of My Personal Sharing Appointments for each month you plan to work.
- 30 Pages of 'Obedience Is God's Love Language' Sheet (might start off with 15) for each month.
- One of Notes and Revelations Today for each day or week you plan to work, can put multi days on it.
- One of Correct Course and Refocus Sheet (Per Quarter)
- One of 'Reflection for Direction' Sheet for each month you plan to work.
- **One each of Court of Sales and Court of Sharing Tracking Sheets**
- **One each of Beauty For a Cause sheet.**
- **One each of Skillsline pdf**

HINTS TO MAKE THIS WORK AND SAVE YOU TIME AND MONEY!

First Hint: If you are thinking this is activity to make you feel like you're doing something with Mary Kay, you have the wrong idea. This will ONLY work if you are serious about growing in your Mary Kay and committed to working it!

Second Hint: If you commit to this, print it off, put it together, then it should be where you will utilize it EVERY DAY! It will take several days to build a habit of working with this.

Third Hint: Be Intentional. Proactive and plan your work and work your plan. Nothing is going to just happen unless you make it so.

Important Information



STAR CONSULTANT QUARTER DEADLINES: March 15th, June 15th, September 15th, December 15th

SEMINAR 2021: Aug 19 21, 2021 All 4 Seminars will occur simultaneously. Register by: August 13th

POWER CLASS—Every Month on Intouch

SOCIAL MEDIA PLAYBOOK—Check it monthly on Intouch

MARYKAY DIGITAL LIBRARY—Check it out on Intouch

APPLAUSE MAGAZINE—Find it monthly on MK Digital Showcase App

MARYKAY ORDERING APP—Download thru MKapps.com

SKIN ANALYZER APP Download and get each of your clients/potential clients to download

UNIT WEBSITE www.lindaquillin.pink (make a habit of checking info/education there regularly)

UNIT FB PAGE check this area 203 times weekly for updated and ideas on working to grow your team as well as being celebrated and celebrate others victories! *friend me on FB, and I will invite you to this Private Grp

CURRENT CONTESTS



POWERED BY PINK CHALLENGE: Each month during 2021-2022 Seminar year that you sell enough product to support placing a \$600 or more w/s Section 1 order, you can earn a perfectly pink monthly jewelry piece from the 'Powered by Pink' Jewelry Collection.



Each person that qualifies as a STAR will take a lovely trip virtually LIVE (with her family) to a special place beginning with Venice, Italy in September. Don't miss a single quarter... We will travel the world!

TIME TO SEE RED!!

TEAM BUILDING BONUSES:

1. Bring your Besties Starter Kit Discount During a new IBC's Great Start time frame, she can share a \$25 discount on a Starter Kit to her first three new personal team members.
2. \$100 First-Time Red Bonus All first-time red achievers are eligible to earn a one-time \$100 bonus.
3. \$100 Red Team-Building Bonus Active Independent Beauty Consultants through Elite Executive Senior Sales Directors are eligible to earn a \$100 bonus with every new first-time red achiever added to their personal teams. No limits!

Team Building Bonuses good Until December 31 2021 at this time!

Designing the Life I Love

Area to Develop	What I Want it to Look Like & Why?	What I'm Committed to Doing to Make it a Reality
Physical & Health Goals		
Spiritual Growth Goals		
Family/Relationship Goals		
Financial Goals		
My Mary Kay Career Goals		<ul style="list-style-type: none">• Booking;• Sharing;• Coaching;• Selling;• Connecting;• Other:



STAR CONSULTANT PROGRAM

1ST Qtr. June 16, 2021 - Sept. 15, 2021

What does it take to be an All-Star? In a word, consistency. Consistently Booking and holding parties. Consistently Treating your customer with Golden Rule Customer Service. Consistently tracking your goals and working your plan.



SAPPHIRE
\$1,800



RUBY
\$2,400



DIAMOND
\$3,000



EMERALD
\$3,600



PEARL
\$4,800

FIRST QUARTER

TOTAL: _____

Every NEW Qualified Team Member Once YOU reach Sapphire STAR gives you an additional 600 contest credit points toward ALL-STAR Points!

Your commitment to consistent Star Consultant status for the Seminar year can be a Passport to Success in your Mary Kay business and help you earn one of the gorgeous prizes. Read details on marykayintouch.com



STAR CONSULTANT PROGRAM

2nd Qtr. Sept 16, 2021 - Dec. 15, 2021

What does it take to be an All-Star? In a word, consistency. Consistently Booking and holding parties. Consistently Treating your customer with Golden Rule Customer Service. Consistently tracking your goals and working your plan.



SAPPHIRE
\$1,800



RUBY
\$2,400



DIAMOND
\$3,000



EMERALD
\$3,600



PEARL
\$4,800

SECOND QUARTER

TOTAL: _____

Every NEW Qualified Team Member Once YOU reach Sapphire STAR gives you an additional 600 contest credit points toward ALL-STAR Points!

Your commitment to consistent Star Consultant status for the Seminar year can be a Passport to Success in your Mary Kay business and help you earn one of the gorgeous prizes. Read details on marykayintouch.com



STAR CONSULTANT PROGRAM

3rd Qtr. Dec. 16, 2021 - Mar. 15, 2022

What does it take to be an All-Star? In a word, consistency. Consistently Booking and holding parties. Consistently Treating your customer with Golden Rule Customer Service. Consistently tracking your goals and working your plan.



SAPPHIRE
\$1,800



RUBY
\$2,400



DIAMOND
\$3,000



EMERALD
\$3,600



PEARL
\$4,800

THIRD QUARTER

TOTAL: _____

Every NEW Qualified Team Member Once YOU reach Sapphire STAR gives you an additional 600 contest credit points toward ALL-STAR Points!

Your commitment to consistent Star Consultant status for the Seminar year can be a Passport to Success in your Mary Kay business and help you earn one of the gorgeous prizes. Read details on marykayintouch.com



STAR CONSULTANT PROGRAM

4th Qtr. Mar. 16, 2022 - June 15, 2022

What does it take to be an All-Star? In a word, consistency. Consistently Booking and holding parties. Consistently Treating your customer with Golden Rule Customer Service. Consistently tracking your goals and working your plan.



SAPPHIRE
\$1,800



RUBY
\$2,400



DIAMOND
\$3,000



EMERALD
\$3,600



PEARL
\$4,800

FOURTH QUARTER

TOTAL: _____

Every NEW Qualified Team Member Once YOU reach Sapphire STAR gives you an additional 600 contest credit points toward ALL-STAR Points!

Your commitment to consistent Star Consultant status for the Seminar year can be a Passport to Success in your Mary Kay business and help you earn one of the gorgeous prizes. Read details on marykayintouch.com



Pink **POWER TEAM**

Pink Power Team 100 Tracking Sheet

Mary Kay Faces

1	26	51	76
2	27	52	77
3	28	53	78
4	29	54	79
5	30	55	80
6	31	56	81
7	32	57	82
8	33	58	83
9	34	59	84
10	35	60	85
11	36	61	86
12	37	62	87
13	38	63	88
14	39	64	89
15	40	65	90
16	41	66	91
17	42	67	92
18	43	68	93
19	44	69	94
20	45	70	95
21	46	71	96
22	47	72	97
23	48	73	98
24	49	74	99
25	50	75	100



Pink POWER TEAM

Pink Power Team 100 Tracking Sheet

Skin Care sets sold (New Clients)

First Month	Second Month	Third Month
1	1	1
2	2	2
3	3	3
4	4	4
5	5	5
6	6	6
7	7	7
8	8	8
9	9	9
10	10	10
11	11	11

New Team Members

1	6
2	7
3	8
4	9
5	10



Pink **POWER TEAM**

Pink Power Team 50 Tracking Sheet

Mary Kay Faces

1	26
2	27
3	28
4	29
5	30
6	31
7	32
8	33
9	34
10	35
11	36
12	37
13	38
14	39
15	40
16	41
17	42
18	43
19	44
20	45
21	46
22	47
23	48
24	49
25	50

New Customers

1
2
3
4
5
6
7
8
9
10
11
12
13
14
15
16

New Team Members

1
2
3
4
5



Pink POWER TEAM

Pink Power Team 30 Tracking Sheet

Mary Kay Faces

1	16
2	17
3	18
4	19
5	20
6	21
7	22
8	23
9	24
10	25
11	26
12	27
13	28
14	29
15	30

New Customers

1	6
2	7
3	8
4	9
5	10

New Team Members

1	2	3
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Beauty for a Cause

100 FACES PORTFOLIO

Can I borrow
your face?



100 FACES
Model Portfolio
to benefit local
Domestic Violence
Shelters



It's a fun event for a
GREAT CAUSE

and you will receive
FREE Samples!



Can do everything Virtually...
Never have to leave
your home!

POWERED BY

pink!

court of sales

JULY 1, 2021 - JUNE 30, 2022

QUEEN'S COURT \$40,000 RETAIL

\$600
WHOLESALE

\$600
WHOLESALE

\$600
WHOLESALE

\$600
WHOLESALE

\$600
WHOLESALE

\$600
WHOLESALE

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WHOLESALE

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WHOLESALE

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WHOLESALE

\$600
WHOLESALE

\$600
WHOLESALE

HALF-WAY
THERE!

\$600
WHOLESALE

\$600
WHOLESALE

\$600
WHOLESALE

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WHOLESALE

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WHOLESALE

\$600
WHOLESALE

\$600
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WHOLESALE

\$600
WHOLESALE

Congratulations!!!



Think
PINK
SOFTWARE

POWERED BY
pink!

court of sharing

JULY 1, 2021 – JUNE 30, 2022
QUEEN'S COURT 24 GREAT START QUALIFIED

NAME	NAME	NAME	NAME	NAME	NAME
NAME	NAME	NAME	NAME	NAME	NAME

HALF-WAY THERE!

NAME	NAME	NAME	NAME	NAME	NAME
NAME	NAME	NAME	NAME	NAME	NAME

Congratulations!!!

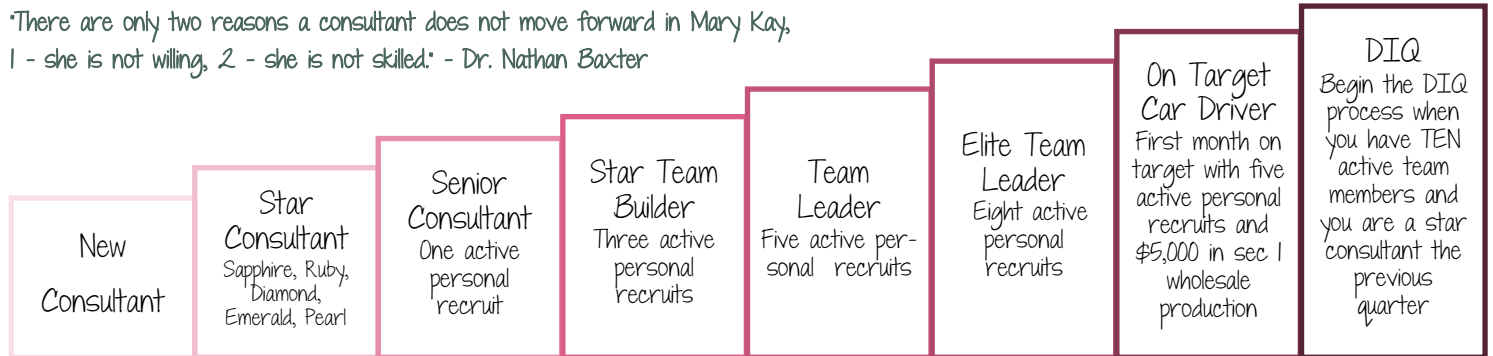


LIVE A Legacy

FAITH • FUN • FRIENDSHIP • FINANCIAL FREEDOM

QUILLIN'S CHAMPIONS OF EXCELLENCE UNIT

"There are only two reasons a consultant does not move forward in Mary Kay,
1 - she is not willing, 2 - she is not skilled." - Dr. Nathan Baxter



New Consultants:

- How to book facials and parties
- How to coach a hostess
- How to conduct a skin care class
- How to make our money
- 50% commissions
- All the avenues a consultant gets paid
- How to invite guests to meetings
- Basic money management
- Open a separate bank account for your business
- How to do a Perfect/Power Start
- How to conduct a business debut with your recruiter
- What the Mary Kay image means
- Why we wear dresses and skirts to our events
- The Golden Rule
- Go Give Attitude
- When and where unit meetings are held
- Why unit meetings are important to the success of the business
- Why we work with a weekly plan

A new consultant needs to be able to:

- Read and work with a flip chart
- Explain the difference between our Look Book and Beauty Book
- Coach a hostess
- Pack for a party
- Follow up after a party
- Write thank you notes
- Follow up on booked facials
- Use InTouch
- Place an order online
- Understand the PCP program
- Start registering your customers in the program

Resources for a New Consultant:

- *New Consultant Packet*
- *Mary Kay University*
- *Ready Set Sell Great Start Program*
- *MK Connections*
- *Sales Meetings*
- *InTouch Website - Skin Care/Color Certification*

SKILLS LINE

This business is a journey... it's about progressing. To be successful in Mary Kay we have to pick up the reigns of responsibility that come with having your own business. Doing well in our business is a conscious decision. You have to decide to be good at it and take decisive action towards specific goals. When we fine tune our skills... we move up the career path.

A Star Consultant Needs to Know:

- The value of deadlines
- How to choose prize choices - how to set a specific prize goal using the star brochure
- How to track their progress throughout the quarter
- How to use Ecards, PCP and Party Planner effectively
- How to manage our Section 2 products
- The value of our MK Community, Unit and Area
- How to benchmark sales goals
- The perks of being a STAR- recognition, website, marketing, referrals
- Learn more about money management - building profit level inventory
- InTouch
- How to network, gather leads, get referrals
- The skin care class outline and scripts
- How to work full circle
- Seasonal selling ideas - baskets on the go
- Product knowledge
- How to be the most effective on the telephone
- The value of good customer service
- How to build a customer base of preferred customers

A Star Team Member Needs to Know:

- The extreme value of consistent, strong personal business
- How to understand her role as a leader
- How to set up interviews
- How to effectively qualify her prospects for Team Building
- How to conduct a Marketing Plan Demonstration
- Her recruiter responsibilities
- How to deal with conflicts and staying positive
- How to continue building a healthy prospect list
- The value of being a woman of her word
- She is a leader in others' eyes at Mary Kay events
- Mary Kay image
- The value of wearing your Red Jacket
- How to be teachable and open to coaching
- Time management - Using a weekly plan to track personal business
- Communication skills
- Talking to prospects, customers, team members
- The value of being a Star Consultant and setting goals
 - short, medium, and long term
- Understanding the DISC program
- How to track team production
- How to manage money
- How to manage her attitude
- Understand owning your own business
- Knowing the value in delegation - housekeeping, childcare, office help
- Know the value of handwritten notes

A Senior Consultant Needs to Know:

- How to hold a Full Circle Class & CLOSE the class effectively
- How to build a prospect list
- How to be accountable to your Recruiter and Director
- importance of being a woman of your word in your business
- PCP and website
- How to grow a customer base - fine tuning your customer service skills
- How to be teachable and coachable as an Independent Contractor
- The extreme value of attending Success Meetings and other Mary Kay events consistently
- How to have effective hostess and recruiting packets
- How to master the "6 Most Important Things to Do" list
- How to maximize the use of a housekeeper and/or childcare
 - keeping things they value in place
- The value of dressing for success - fashion industry savvy
- The value of attitude management
- The learned skill of handling disappointment

A Team Leader Needs to Know:

- How to motivate yourself
- Knowledge of the Career Path
- Be aware of Company, Unit and Area Promotions
- How to effectively work full circle
- How to conduct a powerful debut
- How to lead a team of women
- How to handle disappointment
- How to truly lead by example - holding parties, wearing company attire to events

A Future Director / Car Driver / DIQ Needs to Know:

- Understands our compensation plan - benefits, deadlines, & requirements
- Is competent at full circle work
- Can Effectively Present :
 - The Skin Care Class
 - The Marketing Plan
 - Inventory
 - Car Qualifications
 - DIQ Qualifications
- Plugs into Role Models
- Is willing to do the IPA work necessary
- Is actively working on leadership skills
- Is a 4 Quarter Star Achiever
- Is savvy on product knowledge
- Understands deadlines
- Supports Director and NSD
- Has a "To Serve" rather than a "Be Served" attitude

MY PERSONAL SHARING APPOINTMENTS

MONTH _____

DATE	Name Cell/Email	Address Notes
1		
2		
3		
4		
5		
6		
7		
8		
9		
10		
11		
12		
13		
14		
15		

Obedience is God's Love Language

Date _____

PHYSICAL

What I did today to make my goals
A reality!

-
-
-

SPIRITUAL

What I did today to make my goals
A reality!

-
-
-

FAMILY

What I did today to make my goals
A reality!

-
-
-

FINANCIAL

What I did today to make my goals
A reality!

-
-
-

CAREER

ATTEMPTS I MADE TODAY

BOOKING

-
-
-

SHARING

-
-
-

COACHING

-
-
-

SELLING

-
-
-

CONNECTING

-
-
-

COMPLETION

SELF GROWTH

Correct Course & Refocus

The Plan you start with is Not the Plan that will get you to your goal, but it **IS** the Plan to get you started toward your goal, and then you “course correct” your way to the Goal!

Write down anything that is bugging you, distracting you, deterring you in each area.

Then, write 1 or 2 things you will do this week to “correct course” and stay focused on your goal!

Key Area of My Life	What is bothering me	How I will correct course
PHYSICAL HEALTH		
SPIRITUAL GROWTH		
FAMILY/RELATIONSHIPS		
FINANCIAL GOALS		
CAREER GOALS		

Reflection for Direction

Take a look at this past month. Don't just get caught up in the numbers of what did or didn't happen, but *really* look for the nuggets of wisdom found in the journey you traveled.

ACTIVITY	RESULTS	WHAT DID IN IMPROVE ON?	WHAT DO I STILL NEED TO IMPROVE OR TWEAK?
# Faces			
# of Parties Held			
# Guest to Mtg/Event			
Retail \$ Sold			
# Career Chats			
# of New Recruits			
Wholesale Order			
Money Saved or Debt Paid Down			

Do I see/feel any improvement in my overall Health or Physical Being? If so, what? If not, why?

_____.

Do I see/feel any improvement in my overall Health or Spiritual Growth? If so, what? If not, why?

_____.

What have I grown more confident in doing?_____.

How has my overall "thinking" changed/improved?_____.

What is one thing I believe I need to invest more time doing and why?_____.

_____.

What is one thing I believe I need to eliminate, delegate, or limit and why?_____.

_____.

Based on the personal assessment you just did, fill in your goals, activities to reach them that you are committed to doing daily in next month's Focus Book. REMEMBER:

THIS IS A PROCESS! IF YOU KEEP SHOWING UP AND SOWING, AND CULTIVATING THE SEEDS YOU SOW....BEFORE YOU KNOW IT, YOU WILL BE LIVING THE LIFE OF YOUR DREAMS, AND YOU WILL BE A PERSON WHO IS CHANGING THE WORLD!



LEADING WITH YOUR STRENGTHS:

Using StrengthsFinder to Build Successful Relationships



Top 5 Ways to Use Your Strengths Every Day

1. Display your top five strengths on your office door with a brief description of each strength.
2. Compare your projects and goals with your top five strengths to see how you can better utilize your strengths in daily work.
3. Devote 5-10 minutes each day to learn about one of the other 34 strengths and try to see if you know anyone who may fit that strength.
4. Find a Strengths buddy – someone who will hold you accountable if you show signs of the basement side of your strength.
5. Have coffee or lunch with a coworker you don't know as well to listen to their story and see how they use their strengths.



Balconies and Basements

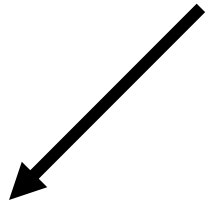
Balcony

If you have not taken the Strengths Finders test, you can do so by clicking this link...only 19.99

<https://www.gallup.com/cliftonstrengths>

Be sure to share your top 5 strengths with your Director.

Theme



Basement

Write your strengths in the Theme section. For each Theme write the Balcony and Basement descriptions.

Apply Your Strengths Throughout Your Life

Now it's time to aim your CliftonStrengths at anything that comes your way. Use our resources and tools to better aim your strengths at success.

Balconies and Basements

Strength	Balcony	Basement
Achiever	Tireless, strong work ethic, leads by example, go-getter, hungry	Unbalanced, brown-noser, overcommitted, can't say no, burns the candle at both ends, too concentrated on work, work is more important than the people
Activator	Self-starter, fire-starter, energy course, fearless	"Ready-fire-aim", loose cannon, speaks before thinking, in left field because others haven't caught up
Adaptability	Flexible, comfortable in times of change, easy to get along with, goes with the flow	Directionless, indecisive, sheep, inconclusive, whimsical
Analytical	Thinks things through, smart, logical, deep, thorough, comfortable with numbers, figures, and charts	Rude, short, tough, never satisfied with the answer, asks too many questions
Arranger	Flexible, organizer, juggler, aligns and realigns tasks to find the most productive configuration possible, efficient, conductor	Lacks structure, too flexible, doesn't follow the existing rules or procedures, constantly changes priorities, lacks vision, difficult to follow because of frequent realignments
Belief	Passionate, steadfast, knows where he or she stands, altruistic, family-oriented, ethical, responsible	Stubborn, set in his or her ways, elitist, un-accepting of others' ideas, opinionated, goody-two-shoes
Command	Charismatic, direct, driven, inspirational, easy to follow, clear, concise	Bossy, know it all, bulldozer, rude, abrupt, strong-willed, inflexible, stubborn
Communication	Storyteller, great presence, easy to talk to, energizer, entertaining, charismatic	Blabbermouth, poor listener, self-absorbed, show-off, always needs attention
Competition	Driven, motivated, number 1, measurement-oriented, winner	Sore loser, not a team player, puts down others, self-centered, confrontational
Connectedness	Spiritual, "doesn't sweat the small stuff," strong faith, always looking at the big picture, helps others see purpose	Passive, naïve, too idealistic, wishy-washy
Consistency	Just, problem-solver, policy-maker	By the book, inflexible, unwilling to customize/individualize
Context	Has a robust historical frame of reference, learns lessons from the past, knows how things came to be, institutional memory	Slow to move and react to change, closed-minded, lives in the past
Deliberative	Good judgment, identifies risk, makes solid decisions, can plan for the unexpected	Standoffish, aloof, cautious, slow, introverted, afraid to act, indecisive
Developer	Grows talent in others, teacher, coach, enjoys helping others succeed, invest in others	Not an individual contributor, wastes time on low-potential people, spectator
Discipline	Highly productive and accurate because of ability to structure, breaks down complex into steps, great planner, promotes efficiency	Overbearing, rigid, mechanized, can't handle change
Empathy	Creates trust, brings healing, knows just what to say/do, customizes approach to others	"Soft," moody, over-involved
Focus	Point person, disciplined, purposeful, laser-like precision, identifies important areas quickly, goal setter and goal getter	Absorbed, tough to relax, intense, stressed, single-minded

Strength	Balcony	Basement
Futuristic	Imaginative, creative, visionary, even prophetic, inspiring	Dreamer, “Fantasy Island,” out in left field, unrealistic, lacks pragmatism
Harmony	Negotiator, can see both sides of a situation, great at asking questions, able to arrive at consensus, great facilitator	Weak, indecisive, non-confrontational, avoids conflict
Ideation	Improves on the existing, learns quickly, agile mind	Serendipitous, lacks follow-through, creates more work, always something new, never satisfied
Includer	Invites others, caring, engages others, sensitive, takes up for others	Indiscriminate, unable to decide, generous to a fault
Individuation	Sees the uniqueness in all individuals, intuitively knows that “one size doesn’t fit all,” appreciates the differences in others	Unable to synthesize when it comes to people, has difficulty placing group above the individual, difficulty in making people decisions
Input	Great resource, knowledgeable, excellent memory, mind for detail, collects interesting things, excellent conversationalist	Knows a lot of worthless information, pack rat, cluttered house – cluttered mind, boring conversationalist
Intellection	Excellent thinker, enjoys musing, capable of deep and philosophical thought, able to work alone	A loner, slow to act or wastes time thinking too much, isolated, doesn’t work well with others
Learner	Always learning, catches on quickly, interested in many things, finds life intriguing	A know it all, lacks focus on results, learns a lot-produces little, bookish
Maximizer	Mastery, success, excellence, enjoys working with the best	Perfectionist, picky, never good enough, always reworking
Positivity	Enthusiastic, lighthearted, energetic, generous with praise, optimistic	Insincere, naïve, superficial, Pollyanna
Relator	Caring, trusting, a great friend, forgiving, generous	Lives in clique, crony, has an inner circle, plays favorites
Responsibility	Committed, accountable, independent, trusted, conscientious	Micromanager, obsessive, can’t say “no”, takes on too much
Restorative	Problem solver, trouble shooter, finds improvements and solutions	Focuses on weaknesses, punitive, negative, critical
Self-Assurance	Self confident, strong inner compass, risk taker	Arrogant, self righteous, over confident, stubborn
Significance	Seeks outstanding performance, does things of importance, independent	Recognition-hungry, self-focused, needy
Strategic	Anticipates alternatives, intuitive, sees different paths	Jumps to quick decisions, difficult to understand his or her thinking, closed-minded
Woo	Outgoing, people-oriented, networker, rapport builder	Fake, shallow, does not care about deep relationships

CPR FOR YOUR BUSINESS:

If any of these are below projection	What could be wrong?	How could I fix it?
No Leads	Haven't asked all friends, family members and people you meet.	<ol style="list-style-type: none"> 1. ASK EVERYONE you know, and pass out business cards every time you open your wallet. 2. Ask for referrals too. 3. Participate in local free events to get out and meet people with similar interest.
No bookings	Utilizing the correct booking approach.	<ol style="list-style-type: none"> 1. Study on Mary Kay University Program how to book, and learn booking script. 2. Book facial first, then once booked ask if they could bring two friends. 3. Offer great hostess program with excitement.
Bookings don't hold	Either haven't booked someone interested, or haven't coached hostess.	<ol style="list-style-type: none"> 1. Coach hostess, 2. Confirm interest in what is in it for her. 3. Get detail confirmed, time, place, directions 4. Remind her this is a business for you, can you count on her. 5. Don't book further out than 2 weeks. 6. Get list of names or confirmation again at least 1 week prior.
Sales are low	A good opening/closing to class and hostess coaching.	<ol style="list-style-type: none"> 1. Improve Class Procedure-Study on Mary Kay University Program 2. Offer options how they can pay 3. Sell sets. 4. Observe a class. 5. Do individual Consultation 6. Watch video's on Intouch.
No bookings from class	Lack of making it fun, interesting, educational and coaching of hostess, or taking too long	<ol style="list-style-type: none"> 1. Coach hostess on credit for two bookings 2. Mention it SEVERAL times during class 3. Do individual consultation.

WHAT YOUR DIRECTOR CAN AND CAN'T DO: WHAT YOU CAN DO!

WHAT'S A DIRECTOR GOOD FOR:

1. She can lead the way because she has been there and done that!
2. She can relate to the obstacles you have because she has had them or knows someone who has.
3. She can listen to your goals and help you map out a course of action to achieve them.
4. She can give you ideas, tips and points to take note on as you move up the career path and work your business.
5. She can guide you in increasing your sales and team building because she has done that.
6. She can listen to concerns regarding your business and help you devise a plan of action in what you want from Mary Kay.
7. She can re-guide you to the right course when you go astray and forget, don't meet or totally space out on your goals.
8. She can advise you on inventory levels, ordering and current products.
9. She can help you place orders, track orders, help you with ordering guidelines, and give you any updates company releases on availability.
10. She can show you how to manage your Mary Kay money, make more money and set goals that achieve more.
11. She can guide you in positive affirmations, statements and books and resources to help you build confidence.
12. She can teach you Leadership skills that will empower yourself and your business.
13. She can show you proper etiquette and manners in working with the public in communications, sales, speech, and businesses.
14. She can help you find a power partner to work with that will have similar goals with you.
15. She can encourage, praise and cheer you on with your business any time you communicate with her on such.
16. She can reward, challenge and promote you with your business as you move up.
17. She can give out prizes, gifts and kudo's for earning challenges, drawings, promotions, etc.
18. She can be a friend for life, but first priority is Director in helping you move up.
19. She can work with you one on one or with many at a time to promote you in your efforts.
20. She can travel with you and share memories that last a lifetime.
21. She can teach you how to work with team members and how to build them and even start your own unit.
22. She can help you track your Red Jacket, bonuses, car or Queen's Courts or Units promotions.
23. She can help you with specific products on knowledge, sales, promotions, matching, replacements, etc.
24. She can help you feel better about the roller coaster sales can be when you are down, and celebrate with you when you are up because she's been on the same roller coaster ride.
25. She is a confidant if you want, a cheerleader that's always in your corner, a leader that wants the bests for you, and a consultant just like you who has achieved many goals, dreams and rewards and ready to work with you to have it all too!

AS MARY KAY SAYS: YOU CAN HAVE ANYTHING YOU WANT IF YOU'RE WILLING TO PAY THE PRICE.

I'M here to tell you, I paid the price, but,... **PROMISE YOU**, the rewards are more than worth it!!

**WHAT a DIRECTOR CANNOT do for you,
(even though at times she's thought about it or tried it).**

1. Know who you know and don't know, such as who you grew up with, went to school with, family members, work associates, church groups, special interest groups. spouses relationships, everyone in your life, etc.
2. Talk to everyone you know about Mary Kay for the reasons in Number 1.
3. Sell products for you to your customers because of Number 1.
4. Team build for you because of Number 1.
5. Learn the products for you because she already knows them and knows the best way you are going to know them is like she learned them..... Demonstrating them yourself.
6. Learn the scripts for you because she has already learned them and knows until you want it bad enough and commit as she did to learn them, you won't increase and grow in your business as she has.
7. Manage your calendar and time management because it's a skill you must master. If you don't manage your time, someone else will manage it for you.
8. Make money for you. With all the advice, training and suggestions, she knows you are the one that has to do the work to receive the rewards.
9. Move you up the career ladder. Even though she can help to add someone to your team, she knows that you ultimately are in control of your future with Mary Kay when you choose to do the work required.
10. Make you successful because success is subjective to everyone and she doesn't know all your goals, situations, circumstances and dreams and desires. But, she does know Mary Kay and how it works and is willing to work with you to achieve your goals in your business.

MARY KAY SAID:

"Remember, if you do the things you ought to do when you ought to do them, then someday you can do the things you want to do when you want to do them – like being a National. Whatever you do or dream you can do – begin it. Boldness has genius and power and magic in it. " (Career Conference '95 Speech)

WHAT YOUR DIRECTOR CAN AND CAN'T DO:

WHAT YOU CAN DO!

Problem or Issue	Things to think about:	What Director Can & Can't Do
<p>No Leads: You tell your Director you don't know anyone else to ask because you've asked everyone you know.</p>	<ol style="list-style-type: none"> 1. Have you 'really' asked everyone you know? 2. Was there a new person in your path today that you could have mentioned it to? 3. Do you realize there are no territories. Anywhere in the U.S. counts! 	<p>CANT: Meet the people for you, or get involved where more people would be for you.</p> <p>CAN: Give you ideas to meet people, tell you 'her' story of how to overcome some of the obstacles, encourage you, challenge you, praise you!</p>
<p>Not holding parties. Either because you don't feel confident, not sure exact procedure, haven't asked or had one hold, or too much unknown to venture even asking.</p>	<ol style="list-style-type: none"> 1. Booking & holding parties is the 'lifeline' to your business. No one successfully grows in MK until they master this. 2. Wouldn't it be worth spending time learning this and doing this? 	<p>CANT: Book them for you, or hold them.</p> <p>CAN: Review how to do one successfully, show you where to learn more, practice with you for confidence, give you steps, tips, ideas and points to watch for and develop. Encourage you, challenge you, and praise you!</p>
<p>Not setting appointment to share info with someone about Mary Kay. Too afraid what they will think, or how you will look. Or what if they say no and think bad of you.</p>	<ol style="list-style-type: none"> 1. What if someone didn't ask you? 2. Would that person be happy with the opportunity you were given? 3. What if it was something that truly changed her life. 4. What if she became the next NSD? 	<p>CANT: Do the appointment for you.</p> <p>CAN: Do the appointment WITH you! Can also share info, tips, points and ideas on how to do it best. Can coach and practice with you until you become great at it. Can give you ideas on expanding and building your business. Can start guiding you on Leadership skills by working with team members.</p>
<p>Sales are low. You're selling some, but notice others sell more, or you thought you would make more money doing this than you are.</p>	<ol style="list-style-type: none"> 1. Have you learned correct words and scripts? 2. Is your presentation A+ in behavior, looks, and functionality? 3. Do you have enough inventory on hand? 	<p>CANT: Sell it for you.</p> <p>CAN: Give you all kinds of tips and ideas. Show you the \$\$ in working it correctly for success and profit! Help in working with right inventory level and specifics in products. Teach you selling techniques.</p>
<p>Can't seem to get motivated. Reason you joined isn't stimulating anymore, or things aren't what they seemed.</p>	<ol style="list-style-type: none"> 1. What have you gained so far being in MK, both tangible and non tangible. 2. Is there something else with the same flexibility and income potential you'd rather do? 	<p>CANT: Motivate you or make you do it.</p> <p>CAN: Help you find reasons why, check your desirability, help with a game plan or goal, and hold you accountable.</p>