



45 to Thrive

with Tandy Fischer

Achieve the National Court of Sales with just 45 Rock-Solid Customers purchasing these products!

Your goal is to turn your customer base into a rock solid business of reordering customers. If you focus on sampling these 25 products with your current and new customers, that's \$45,000 retail! How do you do that? Great customer service and follow-up!



Quantity	Product	Sugg. Retail	Total
2	TimeWise Miracle Set	\$116.00	\$232.00
1	Replenishing Serum C+E	\$60.00	\$60.00
1	Hydrogel Eye Patches	\$44.00	\$44.00
1	Microdermabrasion Plus Set	\$58.00	\$58.00
2	Oil-Free Eye Makeup Remover	\$20.00	\$40.00
2	Micellar Water	\$18.00	\$36.00
1	Satin Lips Set	\$26.00	\$26.00
1	Gel or Charcoal Mask	\$26.00	\$26.00
2	Foundation Primer	\$20.00	\$40.00
1	Undereye Corrector/Concealer	\$16.00	\$16.00
2	CC Cream	\$22.00	\$44.00
1	Silky Setting Powder	\$20.00	\$20.00
1	Clinical Solutions Retinol 0.3	\$70.00	\$70.00
1	Clinical Solutions Booster	\$38.00	\$38.00
1	Perfect Palette	\$20.00	\$20.00
1	Chromafusion Blush	\$14.00	\$14.00
1	Chromafusion Contour	\$14.00	\$14.00
1	Liquid Eyeshadow	\$16.00	\$16.00
3	Chromafusion Eyeshadow	\$8.00	\$24.00
2	Waterproof Eyeliner	\$14.00	\$28.00
2	Ultimate Mascara	\$16.00	\$32.00
2	Lipstick	\$20.00	\$40.00
1	Waterproof Lip Liner	\$14.00	\$14.00
2	Precision Brow Liner/Brow Tint	\$14.00	\$28.00
1	Balancing Toner	\$20.00	\$20.00



Total Sugg. Retail \$1,000.00 Wholesale \$500.00

These are just suggestions! If you sell your customer other skin care products or different quantities, don't be afraid to make it count!

Customer Name

	Cleanser	Moisturizer	Daytime Defender	Nighttime Recovery	Eye Cream	Serum C+E	Hydrogel Eye Patches	Microderm Set	Oil-Free Eye Makeup Remover	Micellar Water	Satin Lips	Gel or Charcoal	Foundation Primer	Corrector / Concealer	CC Cream	Silky Setting Powder	Clinical Solutions Retinol 0.3	Clinical Solutions Booster	Palette	Blush	Contour	Liquid Eyeshadow	Eyeshadow	Eyeliner	Mascara	Lipstick	Lip Liner	Brow Liner or Tint	Toner	
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Sample Tracker

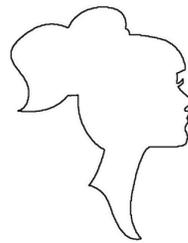
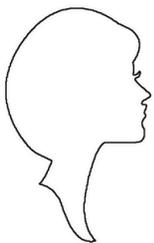
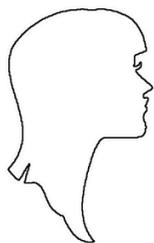
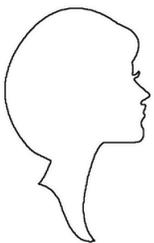
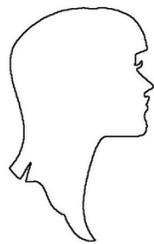
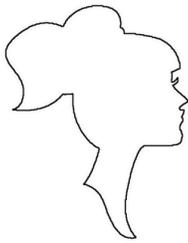
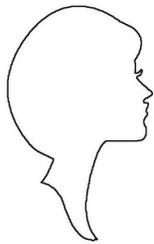
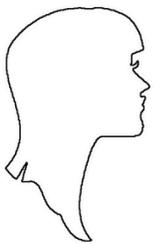
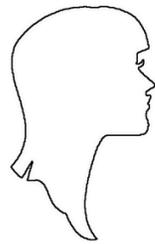
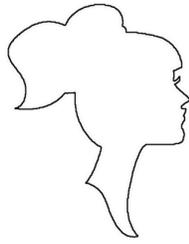
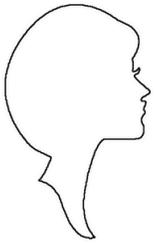
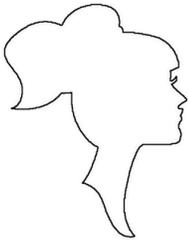
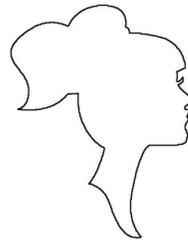
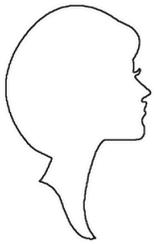
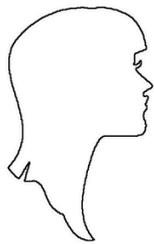
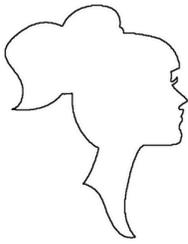
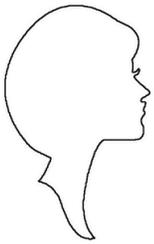
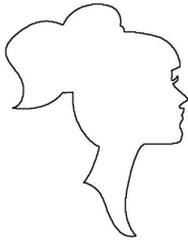
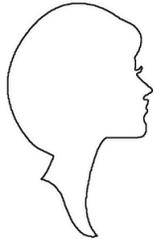
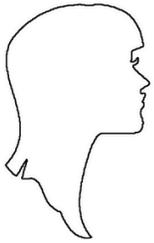
Name	Sample	Date Sent	Expiration	Follow-Up
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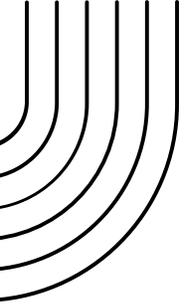
Follow-Up Script:

Hey Kate! Have you had a chance to try the sample I sent you in the mail? Just a quick reminder that your \$10 off a \$40 purchase coupon expires tomorrow! ❤️

Is there anything you'd like to use it on?

Faces Challenge



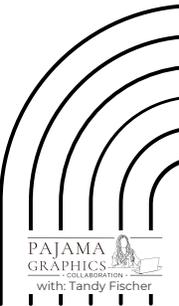


National Court of Sales

"Tracked Numbers Grow!"

\$450	\$450	\$450	\$450	\$450	\$450	\$450	\$450	\$450	\$450	\$450	\$450	\$450	\$450	\$450
\$450	\$450	\$450	\$450	\$450	\$450	\$450	\$10k	\$450	\$450	\$450	\$450	\$450	\$450	\$450
\$450	\$450	\$450	\$450	\$450	\$450	\$450	\$450	\$450	\$450	\$450	\$450	\$450	\$450	\$20k
\$450	\$450	\$450	\$450	\$450	\$450	\$450	\$450	\$450	\$450	\$450	\$450	\$450	\$450	\$450
\$450	\$450	\$450	\$450	\$450	\$450	\$30k	\$450	\$450	\$450	\$450	\$450	\$450	\$450	\$450
\$450	\$450	\$450	\$450	\$450	\$450	\$450	\$450	\$450	\$450	\$450	\$450	\$450	\$40k	\$450
\$450	\$450	\$450	\$450	\$450	\$450	\$450	\$450	\$45k11						

Color your way to the National Court of Sales!
Fill in a square for every \$450 retail.



National Court of Sharing

"Tracked Numbers Grow!"

— Fill in a box for each interview —

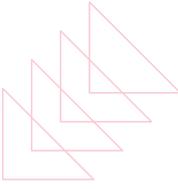
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11	12	13	14	15	16	17	18	19	20
21	22	23	24	25	26	27	28	29	30
31	32	33	34	35	36	37	38	39	40
41	42	43	44	45	46	47	48	49	50
51	52	53	54	55	56	57	58	59	60
61	62	63	64	65	66	67	68	69	70
71	72	73	74	75	76	77	78	79	80
81	82	83	84	85	86	87	88	89	90
91	92	93	94	95	96	97	98	99	100
101	102	103	104	105	106	107	108	109	110
111	112	113	114	115	116	117	118	119	120

— Fill in the name of each new team member! —

 1. _____	 2. _____	 3. _____	 4. _____
 5. _____	 6. _____	 7. _____	 8. _____
 9. _____	 10. _____	 11. _____	 12. _____
 13. _____	 14. _____	 15. _____	 16. _____
 17. _____	 18. _____	 19. _____	 20. _____
 21. _____	 22. _____	 23. _____	 24. _____



Mary Kay Survey



As your MK Beauty Consultant, I want to meet all your beauty needs and expectations. I want you to have the BEST Mary Kay experience possible.

My hope is that you fall in LOVE with your fabulous products, and my mission is to be the best Beauty Consultant ever! I want to SERVE YOU in the best way possible... even if you are only a mascara user!

Name: _____

1. What's the best customer service experience you've ever had?

2. Do you use social media? Facebook _____ Instagram _____ TikTok _____

3. Family: Do you have kids, pets, are you married? What are their names?

4. What's your dream vacation destination? _____

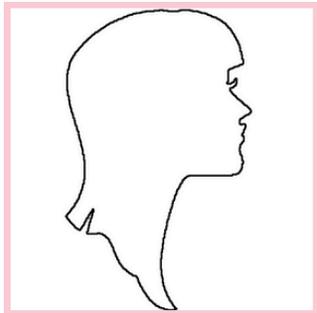
5. Please circle all products you currently use (regardless of brand).
If you regularly use other skincare or glam products, please list.

Cleanser
Moisturizer
Eye Cream
Microdermabrasion
Eye Makeup Remover
Extra Products for Oily/Dry Skin
Lip Products for Dry Lips
Cleansing Brush for Face
Foundation Primer
Foundation
Translucent Powder

Concealer
Eye Shadow Primer
Eye Shadows
Mascara
Eye Liner
Blush
Brush Set
Foundation Brush
Contouring Products
Highlighting Products
Brow Liner or Powder

Retinol
Serum
Hydrogel Eye Patches

Customer Profile



Name: _____

Notes: _____

Currently Using:



Products!

- TimeWise Miracle Set
- Replenishing Serum C+E
- Hydrogel Eye Patches
- Microdermabrasion Plus Set
- Oil-Free Eye Makeup Remover
- Micellar Water
- Satin Lips Set
- Gel or Charcoal Mask
- Foundation Primer
- Undereye Corrector/Concealer
- CC Cream
Shade: _____
- Silky Setting Powder
Shade: _____
- Clinical Solutions Retinol 0.3
- Clinical Solutions Booster
Booster(s): _____
- Perfect Palette
- Chromafusion Blush
Color(s): _____

- Chromafusion Contour
Color(s): _____
- Liquid Eyeshadow
Color(s): _____
- Chromafusion Eyeshadow
Color(s): _____
- Waterproof Eyeliner
Color(s): _____
- Mascara
Type/Color(s): _____
- Lipstick
Color(s): _____
- Waterproof Lip Liner
Color(s): _____
- Precision Brow Liner/Brow Tint
Color(s): _____
- Balancing Toner



Additional Products



A soft, pink watercolor splash serves as a background for the main text. The splash is irregular in shape, with a lighter center and darker, more saturated edges, and is speckled with tiny pink dots. The text 'gift certificate' is written in a black, elegant cursive script across the middle of the splash. The word 'gift' is on the left, and 'certificate' is on the right, with a long horizontal line extending from the end of 'certificate' to the right edge of the frame.

gift certificate

skin care • makeup • body care • fragrance

Mary Kay Cash

\$10 off a \$40 purchase

Valid: _____ to _____

Independent Beauty Consultant

Jenna Johnson

123-456-7890

jenna@emailaddress.com



A GIFT
for you!



This certificate is good for

\$10

**in products redeemable at your
skincare or color appointment!**

Independent Beauty Consultant

Jenna Johnson

123-456-7890

jenna@emailaddress.com



gift certificate

skin care • makeup • body care • fragrance

gift certificate

skin care • makeup • body care • fragrance

gift certificate

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gift certificate

skin care • makeup • body care • fragrance

Mary Kay Cash

\$10 off a \$40 purchase

Valid: _____ to _____

Independent Beauty Consultant



PAJAMA GRAPHICS with Tanya Flanner

Mary Kay Cash

\$10 off a \$40 purchase

Valid: _____ to _____

Independent Beauty Consultant



PAJAMA GRAPHICS with Tanya Flanner

Mary Kay Cash

\$10 off a \$40 purchase

Valid: _____ to _____

Independent Beauty Consultant



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PAJAMA GRAPHICS with Tanya Flanner

Mary Kay Cash

\$10 off a \$40 purchase

Valid: _____ to _____

Independent Beauty Consultant



PAJAMA GRAPHICS with Tanya Flanner

A GIFT
for you!



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A GIFT
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A GIFT
for you!



A GIFT
for you!



This certificate is good for

\$10

**in products redeemable at your
skincare or color appointment!**

Independent Beauty Consultant



PAJAMA
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with Family Flair

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