



# WELCOME

## LINDA'S CHAMPION UNIT



Remember that every **BIG ACCOMPLISHMENT**  
results from a series of **LITTLE ONES.**

By achieving your **DAILY GOALS,**  
You'll be working towards **YEAR LONG GOALS.**

*-Mary Kay Ash*



# Welcome to Linda's Legacy Champions



Linda Quillin, Sr. Sales Director

I'm so excited YOU are a part of our Mary Kay family!

Giving families choices is what Mary Kay is all about and my and my greatest desire is to help YOU design the life of your dreams! We all begin with the same Starter Kit and then we get to choose what success looks like for us, based on our timing and terms. How empowering is that??

I started just like you in 1979 while I was yet again 'between jobs'. You could say I was a professional job hopper as I never stayed at the same job more than 3.5 months!! I was looking for 'greener pastures' when Mary Kay came into my life. After 6 weeks of trying to do Mary Kay my way (I did have somewhat of a snobbish attitude), I began the process of being coached by my sales director and embracing Mary Kay's principles and philosophies and culture 100%. My goal from the beginning was to be a 6-figure, work-from-home executive, and within 6 months of becoming teachable and coachable, we were qualifying to become a Unit on-target for the first of 20 Pink Cadillacs (to date)! My business has been nothing short of an extreme enhancement to our budget and lifestyle, allowing my husband to be able to take a very early retirement and pursue his dreams — I smile and tell the world he is now getting his phd in golf thanks to Mary Kay. In reality, the financial security that our decision years ago brought us has been truly incredible. And yes for multiple decades this business has generated a 6-figure income for me and I love it more every day!!

Please understand that you are joining one of the most respected and top ranked Units in the U.S that has sold over 24 Million dollars of products since 1979. That's blessing a lot of clients with this powerhouse product...We've ranked as the #1 Unit in the state of Georgia 6 times.

Whether you choose to be an "It All", have a "Side Gig" or be a "Prestige Consultant", you are an important part of our Mary Kay family. I am truly honored to be partnering with you to step you into the life of your dreams!

Let the journey begin today...let's write YOUR success story and make it a masterpiece. I invite you to embrace our **Unit Motto: When Excellence is possible— good is never enough!**

## You can reach me in several ways:

**Cell:** 404.725.1248  
(calls & text)

**Email:**  
lquillin@att.net

**Text only:**  
678.834.8777

**Mailing address:**  
3563 Woods Acre Blvd.  
Duluth, GA 30096

**Friend me on Facebook**  
Wwww.facebook.com/

**ZOOM Meeting Platform:**  
<https://zoom.us/j/8451211497>

**Champion Unit Website**  
[www.lindaquillin.pink](http://www.lindaquillin.pink)  
Password: Million\$Pink



CHAMPION UNIT WEBSITE  
Password: excellence



SCAN ME

Your #1Fan and Cheerleader!

Linda

# First Week Focus

**Help your new team member set-up her business!**

## 6 MOST IMPORTANT THINGS

**Congratulations on your new Team Member!** Let's help them get **set-up for success!** Within their **first 48 hours**, schedule a time to get together (in person or virtual) and go through the following **6 Most Important List**.

- 1.** What is the first thing their **MK Profit** will pay for? This will be their **Dream Account!**

(Amount they need) X 2.5 = Retail Needed

Divide by \$100 per face

Divide by 4 weeks in a month

This gives you their weekly goal

Let's start your **List of 30 people!**

- 2.** Help your new Team Member setup their **Personal Website & ProPay Account!**

Have them open 2 checking accounts for their business at their current bank. Online is normally the most simple way. They can take care of this in a day or two. They will use one of the accounts for all deposits.

- 3.** Walk them through downloading the **Mary Kay App** and **role play a conversation** of how ask people to download the app. Have them ask **10 people to download** the app, register and setup their beauty profile.



Mary Kay App



MyCustomers+ App

Then show them where to find their clients in the My Customer App and to process an order. Show where they can scan their inventory box.

- 4.** Set the date for her first virtual party then help her build her "Pink into Pink" Facebook Customer Group. Select Private and Visible in the settings and make her an Administrator.

Post the first Welcome post and invite at least 10 friends to join.

Help them get added to the following **Facebook Groups** and explain the purpose of each one.

- > Dream Team Unit
- > Dream Team Area
- > Partying with a Purpose

- 5.** Go through their Free Product Options. Either have Director share or watch this quick video Use the QR code below to begin.

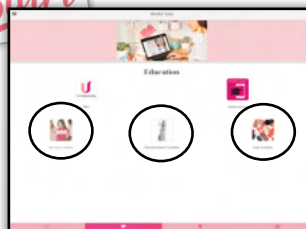


Great Start Free Products

If money were no issue, which of these would excite you the most? After hearing the facts are you...

- A) Alright, here's my card let's get started!
- B) Let me check my bank balance.
- C) I'd like to apply for the MK credit card.

- 6.** Have them go through the "Skin Care Confident" portion on the Great Start App. Use the QR code below to visit the MKDreamTeam website and watch the videos on Booking.



MKDreamTeam Website



# First Week Focus

**Help your new team member set-up her business!**

## SCRIPTS

Make a list of everyone you know from social media, text, email and people in your life.  
Then break them into 3 groups:

**A** – Your favorite people you would love to have as clients or team members.

**B** - You know them but you are not around them a lot or have not connected on social media for a while.

**C** - People you kind of know or friends on social media you have not connected with at all.

**Start inviting your A Group first. Send them an invite and leave a quick audio message.** *Hey my friend, just sent you an invite to my new group Peek into Pink! We are doing a virtual PJ party on \_\_\_\_\_ and kicking off my new business. Wanted to personally invite you because \_\_\_\_\_.*

**After they join the group Audio Voice message:**

*Thank you so much for accepting my invite to my Peek into Pink group. As busy as you are, this means so much that you would take the time to support me! I am designing this group for YOU! Let me know if there is anything about your skin you would change or if there is anything you would like to learn?*

**Wait for her response:**

*We will definitely cover that at our PJ Party on \_\_\_\_\_. We will have so much fun, lots of prizes, learning about the Mary Kay Apps and answering your questions...plus we are going to get our faces ready for bed!*

*You can join us live on zoom or watch on Facebook!! Can't wait for my Director to meet YOU!! Let me know if that will work*

*My first challenge is to have a few friends whose opinions I trust be a part of a focus panel to help me design the perfect business plan for my friends and future customers. Of course I thought of you. Would you be willing to help me out?*

**WHEN SHE SAYS YES:**

*Awesome! Thank you so much! It's super quick and easy...just listen to this 8 minute video and answer the questions about our company. My MK Mentor will answer them during my PJ Party on (DATE). I bet you will have the most challenging questions, please pop them over before the event!*

**Text this after the message so she can just click on the link:**

*Here is the video, when you fill in the included survey, your name goes into a drawing for a Designer Bag!*

<https://youtu.be/mlg0PY0i3zA>



*Thank You for  
Taking a Peek Into Pink*

# First Month Focus

## 10 & Win

**10** People download MK App and complete Beauty Profile

**10** Items sold and place order

**10** People join your LQChampionZone Facebook group

**10** Guests listen to the Peek into Pink video with a 3-way chat to answer 2 questions

### Win

\$20 MK  
Connections  
Gift

*Chose and we will  
order for you*

## TRACK YOUR WINS

### 10 people download MK App and complete Beauty Profile

- |          |           |
|----------|-----------|
| 1. _____ | 6. _____  |
| 2. _____ | 7. _____  |
| 3. _____ | 8. _____  |
| 4. _____ | 9. _____  |
| 5. _____ | 10. _____ |

### 10 people join your Peek into Pink Facebook group

- |          |           |
|----------|-----------|
| 1. _____ | 6. _____  |
| 2. _____ | 7. _____  |
| 3. _____ | 8. _____  |
| 4. _____ | 9. _____  |
| 5. _____ | 10. _____ |

### 10 Items sold and place order

- |          |           |
|----------|-----------|
| 1. _____ | 6. _____  |
| 2. _____ | 7. _____  |
| 3. _____ | 8. _____  |
| 4. _____ | 9. _____  |
| 5. _____ | 10. _____ |

Order Placed: \$ \_\_\_\_\_

### 10 Guests listen to the Peek into Pink video with a 3-way chat to answer 2 questions

- |          |           |
|----------|-----------|
| 1. _____ | 6. _____  |
| 2. _____ | 7. _____  |
| 3. _____ | 8. _____  |
| 4. _____ | 9. _____  |
| 5. _____ | 10. _____ |



*Thank You for  
Taking a Peek Into Pink*

# GREAT START



*Welcome to the Family!* **Your Great Start period has begun!**

Your Great Start period is the month you started your business and the following 3 months. The first few months is the most critical time for a New Beauty Consultant in their business. The Company has strategically put promotions in place to help you get off to the most successful start possible and get boat loads of **FREE** product at the same time! The momentum you create during this time will help you achieve your wildest dreams. However, it requires setting a goal and being intentional. Your Director is your personal business coach who is here to help you achieve those goals!

## 3 Ways to Earn FREE Product and Advance in your Business during your Great Start period...

### #1

Setting yourself up with profit level Inventory that will support the goals you have for your business. Your Director will walk you through your Inventory options.

### #2

The intention of Inventory is to allow you to work your business smart and not hard. We want you to have every possible advantage you can have to achieve immediate success in your business. To reward you for building your client base and selling your Inventory, the Company has more free product incentives for you!

When you sell Product out of your Inventory, 50% is your Profit, and the other 50% of the sale is for Restocking the Product to keep your Inventory intact. Everytime you reach \$600 cumulative wholesale production by restocking, you will receive **MORE** Bundles of Free Product + additional business supplies. You can earn a maximum of 6 Free Product Bundles.

### #3

As you are building your business during this Great Start period, and sharing the business opportunity with the people you are in front of, you will start building your Team. Some of the perks for building your Team in your first few months include:

- 2 additional Free Product Bundles for **EACH** New Qualified Team Member. {\$220 Value} NO Limit!
- A \$50 Bonus for **EACH** New Qualified Team Member.
- A 4-13% Commission on each of your Team Member's orders out of the Company's profit. NO Limit!

{Qualified means they have earned at least one Free Product Bundle.}

**Your Great Start period ends:** \_\_\_\_\_





# Kickoff Your Business

STAR CONSULTANT LEVEL	WHOLESALE	# OF CLIENTS PER MONTH	READY, SET, SELL BUNDLES (Amt Varies on Bundles Selected)	TOTAL RETAIL (Bundles, Color Look, Roll-Up Bags) *Not Mirrors*	# OF CREATE A ROLL-UP BAGS	SKIN CARE LINES	FOUNDATIONS (Ivory/Beige) (Beige/Bronze)	GLAMOUR	BOUTIQUE	TOTAL AMOUNT (Wholesale + \$200-Bus Supplies + Tax on Retail Cost)
Emerald	\$3,600	25-30	6/\$1,249	\$8,449	4	All	Both	Full	Limited	\$4,600
Diamond	\$3,000	20-25	5/\$1,077	\$7,077	4	All	Either	Limited	None	\$3,850
Ruby	\$2,400	16-20	4/\$905	\$5,705	3	3 Lines	Either	Basic	None	\$3,150
Sapphire	\$1,800	12-16	3/\$733	\$4,333	2	3 Lines	Either	Very Basic	None	\$2,430
	\$1,200	8-12	2/\$525	\$2,925	1 1/2	2 Lines	Very Limited	Very Basic	None	\$1,675
	\$600	4-8	1/\$353	\$1,553	1	2 Lines	Very Limited	Very Basic	None	\$925
	\$225		0	\$450						\$250

## Ultimate Product Bonus Bundles

Here's where the richest rewards begin! Choose the bundles that are right for your business, and sell, sell, sell

1

**TimeWise® Miracle Set® Bundle, \$180**  
COMBINATION/OILY SET OR NORMAL/DRY SET  
Also included in each bundle:

- TimeWise® Moisture Renewing Gel Mask
- TimeWise® Eye Cream

2

**Open for Business Bundle, \$166**

- TimeWise® Microdermabrasion Plus Set
- White Tea & Citrus Satin Hands® Pampering Set
- Clear Proof® Deep-Cleansing Charcoal Mask
- Mary Kay® Oil-Free Eye Makeup Remover
- White Tea & Citrus Satin Lips® Shea Sugar Scrub
- White Tea & Citrus Satin Lips® Shea Butter Balm

3

**Lash and Lip Bundle, \$158**

- Lash Intensity® Mascara in Black
- Lash Love® Lengthening Mascara in I ♥ Black
- Lash Love Fanorama® Mascara in I ♥ Black
- Mary Kay Unlimited® Lip Gloss in Beach Bronze, Fancy Nancy, Unique Mauve, Sheer Illusion, Berry Delight and Pink Ballerina

4

**Ultimate Targeted Solutions Bundle, \$150**

- Mary Kay® Hydrogel Eye Patches
- TimeWise Repair® Volu-Fill® Deep Wrinkle Filler
- TimeWise Replenishing Serum C+E®



**BUSINESS-BOOSTER**  
You'll also earn a Mary Kay Travel Roll-Up Bag (unfilled), two mirrors with trays and the *Miracles Happen* book by Mary Kay Ash





# WHAT'S ALL THIS

# Star STUFF?

*This program can help you determine the level of income you desire. ACTIVITY below star level each quarter produces cash flow but not a true income; activity at star level or above produces income. Keeping in mind your desired income level, use this chart to help you determine your weekly sales goal. INCOME is achieved through focusing on CONSISTENCY and a WEEKLY TARGET for sales. Plan Your Star*

## Sapphire Star



\$1800 wholesale per quarter  
 $\$250 \times 13 \text{ weeks} = \$3,250$  retail  
 40% profit = \$1300  
 60% re-invest = \$1950  
Profit approximately  
 \$100 per week

## Ruby Star



\$2400 wholesale per quarter  
 $\$350 \times 13 \text{ weeks} = \$4,550$  retail  
 40% profit = \$1820  
 60% re-invest = \$2730  
Profit approximately  
 \$140 per week

## Diamond Star



\$3000 wholesale per quarter  
 $\$400 \times 13 \text{ weeks} = \$5,200$  retail  
 40% profit = \$2080  
 60% re-invest = \$3120  
Profit approximately  
 \$160 per week

## Emerald Star



\$3600 wholesale per quarter  
 $\$500 \times 13 \text{ weeks} = \$6,500$  retail  
 40% profit = \$2600  
 60% re-invest = \$3900  
Profit approximately  
 \$300 per week

## Pearl Star



\$4800 wholesale per quarter  
 $\$500 \times 13 \text{ weeks} = \$6,500$  retail  
 40% profit = \$2600  
 60% re-invest = \$3900  
Profit approximately  
 \$300 per week

## STAR CONSULTANT'S BENEFITS PACKAGE

Every corporation has a "benefits" package. So why not take advantage of the BENEFITS PACKAGE that your Mary Kay Company offers Star Consultants?

Thanks to Yvonne Urness for this STAR info

Benefit #1: Your Star Prize	Have you picked your prize? Star Consultant Prizes are hand-picked by Mary Kay to reward YOU. Many of the Star Consultant Prizes are created EXCLUSIVELY for Mary Kay and are ONLY available to Star Consultants.
Benefit #2: Your Star Treatment	Star Consultants are awarded each quarter with appreciation and showered with gifts. You receive special recognition in our monthly newsletter, at unit meetings, events, etc. You also receive recognition from Mary Kay for being a consistent star (which leads to being an ALL STAR!) The most prestigious pieces of jewelry people look for are the queen of sharing bee, and your star consultant ladder pin!
Benefit #3: Preferred Listing in the MK Consultant Directory	As a consistent Star Consultant, YOUR NAME and contact information will be displayed first on the consultant locator system on marykay.com. Plus...when potential clients call the 1-800-MARYKAY phone number, they receive ONLY Star Consultant names! That's PREMIUM advertising placement!
Benefit #4: Free Product	Free product from Mary Kay! Whether it's a New Consultant Bonus or the current Biz Builders Bonus, Mary Kay gives you Free Product when you place your qualified order. You can use it as a gift or promotion, or for personal use, or sell it for 100% PURE PROFIT in your pocket!!!
Benefit #5: Your Star Jewelry	Your Star Consultant Ladder of Success Pin is truly THE most coveted piece of jewelry in ALL of Mary Kay. It's your consultant "report card" that displays your success - quarter after quarter. It is a visible representation of your efforts, your customers, your sales ability and your customer services. You should wear it proudly everywhere you go.



# Power Start Booking Script

**The BEST thing you can do for your business as a new consultant! Book 8 parties in your first 2 weeks so 5 will hold and you'll be a pro! CALL—It is uncomfortable but remember, success lies right outside your comfort zone!**

Hi \_\_\_\_\_ its Jacque Moore, do you have a quick minute? Great!! Well, you are never going to believe what I'm doing! I have just become a brand new Mary Kay beauty consultant and I'm really excited about it. I'm calling because I'm in the process of becoming certified as a skin care consultant and that requires I get the opinion of 30 women on our products and my presentation!...I immediately thought of you because you are someone that I would value your opinion (and I know you wouldn't laugh at me, but rather with me 😊). Is there any reason why I couldn't borrow your face in the next 2 weeks as part of being certified? Great! What would work best for you, in person or virtual? Weeknight or a weekend? Saturday or Sunday? 10 am or 2 pm? Great, so I have your down here for Saturday the 22nd at 2pm. Now, \_\_\_\_\_, since in order for me to complete my certification, I must get the opinion of 30 women quickly so it's just as easy for me to do one face at a time as it is to do 4 or 5, is there any reason why you couldn't invite a couple of girlfriends to join us? It's a lot of fun that way, you can earn some free products for yourself, and it sure does help me out. Would you prefer to meet one on one or can you think of a few girlfriends you could invite to join us? Perfect!! I am practicing on you as if you are a stranger, so I will be sending a confirmation email with all the details, what is the best email address for you?

## If the voicemail picks up:

Hi (name) , this is Jacque Moore! I have something I would love to talk to you about for just a few minutes so when you get a chance call me back at #####!

## Handling the objection of her wanting to check her schedule:

I totally understand you have a busy schedule! It usually works best if we pencil in a time that might work for both of us and then once you check your schedule if we need to adjust it we can.

## If she wants to check with her friends:

Let's go ahead and pencil you in for a time that works for you and I, and if it does not work for any of y our friends we can adjust it. It is easier to ask them if they are free on a specific date rather than having an open ended question of when they are free and I would hate to have you do all the work of choosing a time that works for everyone and then me not having that day open.

PARTY!  
PARTY!  
PARTY!

# **\$1000 Week TRACKING**

WEEK \_\_\_\_\_

## 2 FACEBOOK PARTIES

(Estimated \$200 per FB Party)

☐ PARTY #1    ☐ PARTY #2

## 6 BEAUTY CHATS\*

(Estimated \$100 per Beauty Chat)

☐ Beauty Chat #1    ☐ Beauty Chat #4  
☐ Beauty Chat #2    ☐ Beauty Chat #5  
☐ Beauty Chat #3    ☐ Beauty Chat #6


\*APP appointment, Handcical, Facial, Virtual Facial, etc.



 When I complete my GOAL for the WEEK, I will treat myself to:


## CUSTOMER CALL SHEET


  
 Fill in contact name.  
 Mary

Fill in contact name.

 Put a slash mark when you leave a message.

 Put a horizontal line when you send a text.

 Put an "X" when you speak to someone.

 Fill in when you book an appointment!

# **\$1000 Week TRACKING**

WEEK \_\_\_\_\_

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(Estimated \$200 per FB Party)

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 Mary

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 Put an "X" when you speak to someone.

 Fill in when you book an appointment!



Name: \_\_\_\_\_ Phone: \_\_\_\_\_ Date: \_\_\_\_\_

Consultant Name: \_\_\_\_\_ Hostess Name: \_\_\_\_\_
















- Did you enjoy your time today? Yes No
- Do you like the way your skin feels? Yes No
- For you follow up appointment, would you like to share that time with some friends?  
 \_\_\_\_ 1-2 Friends                      3-6 Friends  
 \_\_\_\_ 6+ Friends
- Which benefits from the opportunity appeal to you most?  
 \_\_\_\_Products    \_\_\_\_Flexibility    \_\_\_\_Extra Money    \_\_\_\_Prizes & Praise  
 \_\_\_\_Personal Growth    \_\_\_\_Be Your Own Boss    \_\_\_\_MK Philosophy
- You won't hurt my feelings, you saw what I do today. Would you ever consider doing what I do to make some extra money?  
 Yes    Maybe    No
- Does saving money excite you? Yes No
- On a scale from 1-4 (4 being the highest), how interested are you in learning more about how this opportunity could fit into your life?  
 1                      2                      3                      4-I'm ready to get started!!

## Who do you know?

The best compliment you can give me, is to share me with friends and family. I will give them a free gift from you, when they book and hold their appointment with me.

1. \_\_\_\_\_
2. \_\_\_\_\_
3. \_\_\_\_\_
4. \_\_\_\_\_
5. \_\_\_\_\_
6. \_\_\_\_\_
7. \_\_\_\_\_
8. \_\_\_\_\_
9. \_\_\_\_\_
10. \_\_\_\_\_

## Get Set for a Beautiful You

 <p><b>TW Ultimate Miracle Set</b> \$150</p>	 <p><b>Microderm Plus Set</b> \$58</p>	 <p><b>Bestie Bundle</b> \$38</p>	 <p><b>Detox &amp; Destress</b> \$78</p>	 <p><b>Dash Out the Door</b> \$50</p>
 <p><b>TW Repair Set</b> \$215</p>	 <p><b>Facial Peel</b> \$68</p>	 <p><b>CS Retinol Set</b> \$120</p>	 <p><b>CS Booster</b> \$38 ea.</p>	 <p><b>Satin Set</b> \$60</p>
 <p><b>Flawless Set</b> \$42</p>	 <p><b>Perfecting Set</b> \$52</p>	 <p><b>Naturally Oil</b> \$50</p>	 <p><b>Travel Roll-Up Bag</b> \$36 (unfilled)</p>	 <p><b>Cleanse &amp; Hydrate</b> \$62</p>

# POWER YOUR SALES

## MONTHLY SELLING CHALLENGE

JULY 1, 2024 – JUNE 30, 2025

Fire UP your motivation, and turn your goal-setting into goal-getting! Each month when you order \$700\* or more in wholesale Section 1 products, you can earn an exclusive Mary Kay-branded reward. This can be a single order or cumulative orders.



### 12-MONTH CONSISTENCY CHALLENGE

Achieve each monthly challenge from July 1, 2024, through June 30, 2025, and earn the consistency reward – a Mary Kay Ash Quote of the Day Flip Book!

## WHAT GOAL ARE YOU GOING FOR THIS MONTH?

\$600<sup>†</sup>

\$700<sup>†</sup>

\$800<sup>†</sup>

\$1,000<sup>†</sup>

\$1,200<sup>†</sup>

*New!*  
to your  
MARY KAY  
business?

GREAT START  
JOURNEY

ON TRACK TO  
ACHIEVE  
*sapphire*  
star  
consultant

A NEW PLACE  
TO EARN!  
POWER YOUR  
SALES  
MONTHLY SELLING  
CHALLENGE

ON TRACK TO  
ACHIEVE  
*sapphire*  
star  
consultant

Keep it UP!

ON TRACK TO  
ACHIEVE  
*ruby*  
star  
consultant

Keep it UP!

ON TRACK TO  
ACHIEVE  
*diamond*  
star  
consultant

*New!*  
to your  
MARY KAY  
business?

GREAT START  
JOURNEY

ON TRACK TO  
ACHIEVE  
*emerald*  
star  
consultant

\*The order(s) can be a single order or cumulative orders of \$700 or more, as long as they occur during a single month. Customer Delivery Service, Guest Checkout and EZ Ship order amounts count toward your order(s) of \$700 or more in wholesale Section 1 products. You'll receive your monthly reward inside your qualifying order. One reward per achiever each month.  
†Wholesale Section 1 product orders must be tied to legitimate consumer demand.



*Your opinion  
could be  
worth \$500!*



# SHOP *Til you* DROP

Here's how to win.  
Choose one or all, no limits.

- Enjoy a Beauty Experience with products and give me your opinion = 1 Entry
- Get some fun facts about our Income Opportunity and give me your opinion = 5 Entries
- Host a Beauty Experience (virtual or in-person) with 5 of your friends trying product = 10 Entries
- Host a virtual Pop-Up/Posting Party with 20+ guests in the group = 10 Entries

Appointments held virtually or in-person qualify for entries in the giveaway.



# Fund Your Business

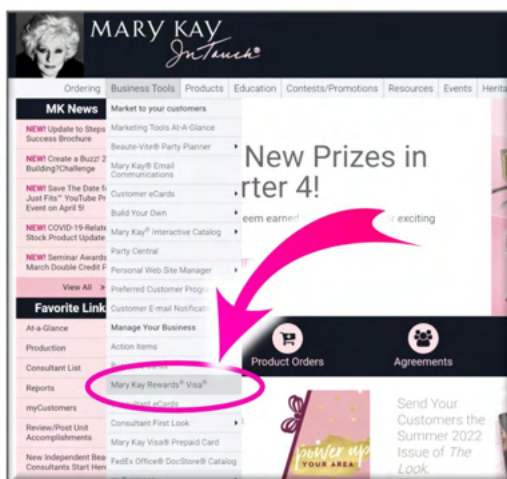
## MARY KAY REWARDS VISA

Designed Exclusively for Mary Kay Independent Beauty Consultants



Follow these simple steps...a few minutes is all it takes!

1. Log on to **MaryKayIntouch.com**
2. From the **"Business Tools"** drop-down, select **Mary Kay Rewards VISA**
3. Click the **"Apply Now"** button and choose your card image
4. Complete the **application steps**, click the box for **Terms and Conditions** and submit your application
5. If you receive instant approval, write down your account information so you can start using your MK Rewards Visa immediately



\*Once you've been approved, your card will arrive within 2 to 4 weeks.

\*\*Please note: if you receive a "Thank you for applying" message, a little more time is needed to review your application. Please be patient...you'll hear from the soon.

## Funding Ideas

- Existing credit card
- New credit card specifically used for your business
- Bank loan
- Line of credit
- Savings
- Use saving to secure a credit card for your business
- Supportive relative or friend
- Co-signer if credit score is low
- Paypal Credit - Instant approval
- Apple Card - Instant approval

## General Tips

- Do ALL applications in one day to avoid credit hits for inquiries showing up while you are searching for funding.
- Use your gross (before taxes) household income when applying.
- Recommend using a "Mary Kay Only" card and not using it again after your first order.
- Use your Mary Kay account debit card for reorders based on sales.
- Money management training is available to teach you how to pay your card/loan off with weekly payments.

## KLARNA "Pay Later" Option

SCAN THE QR CODE to download the free app! You can split the cost of your purchase from any online store into 4 smaller, interest-free payments.



Example:

\$800 Inventory order  
(with taxes & shipping)  
DIVIDED into 4 payments =  
\$200 per payment!

## Klarna.





# YOUR GUIDE

## to Download *Mary Kay*® Apps to Your Device



### **Mary Kay® Ordering App**

Visit **mkapps.com** on your mobile browser and **click Download**.

**NOTE:** Using an **iOS device**? Before you can use this app, your phone will **need to “trust” the app**: Go to Settings > General > Device Management > Enterprise App. Click on **Mary Kay Inc.**, and **select “Trust”** when prompted. Now you can use the app!

## All Other *Mary Kay*® Apps



Great Start



Events — USA



SkinSight



Digital Showcase



myCustomers+



MirrorMe



Mobile Learning



eCatalog



Star Program

### Using an iOS device?

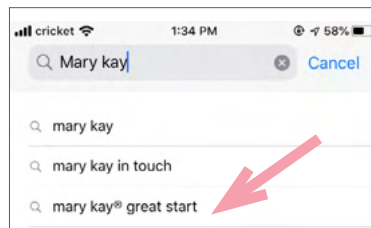
1)

Go to the App Store.



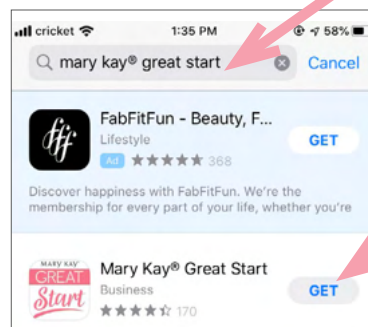
2)

Search for “Mary Kay Inc.”



3)

Touch the **Get** button when you find your app.

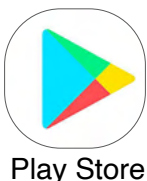


You may have to enter your password before the app downloads.

### Using an Android?

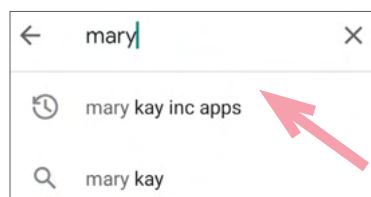
1)

Go to the Play Store.



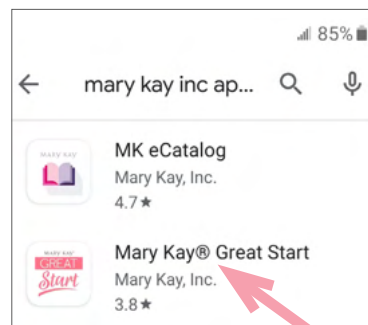
2)

Search for “Mary Kay Inc.”



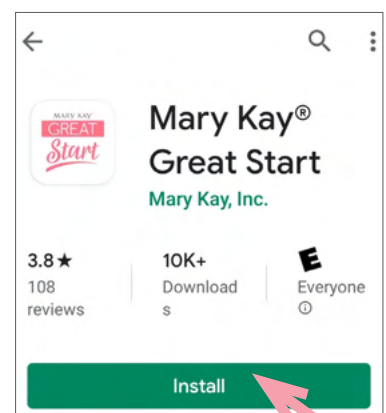
3)

Touch the app button when you locate your app.



4)

Touch **Install** to download and then open.



For more information, visit *Mary Kay InTouch*® > Resources > Digital Zone > Go Mobile With Mary Kay Apps!

For additional support, call **800-272-9333**.

MARY KAY