

Jump Start to Success

My agreement is signed...now what?

1. **Pearls of Sharing Program** – equips you more thoroughly on Mary Kay as a company, which prepares you for questions that will come up and you are trained on the 4 major personality types which helps in dealing with people in general, especially your customers and team members.
2. **Order your Mary Kay Business Kit** – with your business cards & holder, address stamp, product labels and name badge. (Now discounted 10% through 9/15/04) Go to www.marykay.com/intouch/MKConnections or call 1-800-627-9577.
3. **Set Up Your Mary Kay Website** under www.marykay.com/intouch.
4. **Sign up for Smart Starts** on the Mary Kay website when setting up your own website.
5. **New Consultant Debut Preparation** – Make a list your sharpest friends who will be supportive and want a free complete makeover!
6. **Listen to Inventory Options Cd** – Stacy James, our National Sales Director has an incredible inventory information CD to help you in deciding which inventory investment is best for you. I will also assist/advise you in the decision. Let's decide quickly, so that you can started right away and make some money!

My boxes are here...Now what?

1. **Training** – Study the workbooks, audio cassettes, or website (www.marykay.com/intouch/LearnMK). Attend 2 Training Sessions: Skin Care Classes and Money Management offered at two special training times each month. I strongly suggest bringing a tape recorder with (2) 60 minute tapes. Mark out every Tuesday night in your datebook for Success Meetings and the Saturday (posted in newsletter) Master Consultant Workshop at the Overland Park Convention Center.
2. **New Consultant Debut Finalize** – Confirm location & dates on the newsletter and invite/confirm 6 of your sharpest friends to come celebrate your new business and get a complete makeover and \$10 gift certificate offered as a gift from you! Call to follow-up 1 – 2 days prior to remind. (Details are attached.)
3. **Success Meetings** – Every Tuesday night we offer something fun and pampering for guests you invite to the Success Meeting. Invite 2+ guests to come with you to your first 2 Success Meetings. We will pin you at your first meeting, so invite closest friends! Details in newsletter.
4. **Open separate Mary Kay account** – will cover this at the Bookwork & Money Management Trg.
5. **Set up a space in your home for your inventory and files** – This could be in a closet or under your bed! Keep it simple and inexpensive!
6. **Defining Dreams & Goals** – Dream! Dream big, super big and then set goals to reach those dreams.
7. **Time for a Priority & Schedule Check** – Map out your weekly schedule according to your priorities. Then place your Mary Kay in small blocks around your life or while you are doing normal everyday activities.

