

OFF TO A GREAT START!

Start Making A Customer List

1 Using the enclosed "Your First Customers" list 50 women you know that have skin and that you think may be willing to host party or have a facial with you.

- List complete50 points
- Call me when done20 points

Transfer the points you earned onto your Rewards Card

Watch The DVD!

Learning how to conduct a skin care party (also called a "class") is essential.

Watch the **Start Something Beautiful DVD** found in your Starter Kit within **2 weeks** of receiving your kit. Let me know when you have finished! **50 points**



Initial Inventory Purchase

3 Please check the value

- \$600+ 50 points
- \$1,800+ 200 points
- \$2,400+ 500 points

The number of facials and parties you plan to hold will help you decide the level.

Starting at the \$600 level, you will receive bonus product.



Guess What? I've Started My Business

4 I need your help!

Use the 10 "I've Started My Business" post cards to mail to the **TOP 10** people you listed on the **Your First Customers** list who you believe will **DEFINITELY** help you begin your business by hosting a party for you!

- Are they mailed? 10 points
- Call me when done 20 points

Keep the receipt for the postage stamps for your expenses report.



Booking Your First Skin Care Party!

A few days after mailing the post cards, call everyone on your **First Customers list**. Set aside 30 minutes a day until the list is contacted.

Using the enclosed "Dialog Helper" select **10 time periods** during the next month to hold your parties.

- Called the list20 points
- Booked 1 party10 points
- Booked 2-3 parties20 points
- Booked 4-5 parties30 points
- Booked 6-7 parties40 points
- Booked 8-10 parties100 points
- Call me when done20 points

Booking 10 is the goal. If you book more, that's great! Think big!



Give Out Your Business Card

6 Step out of your comfort zone and give your business card to 10 complete strangers.

Use the enclosed "Dialog Helper" for suggestions on what to say when giving your business card.

- Task complete 50 points
- Call me when done..... 20 points

Becoming comfortable with meeting new people is one key to your success.



Your First Appointment

7 You've done it! You've held your first selling appointment.

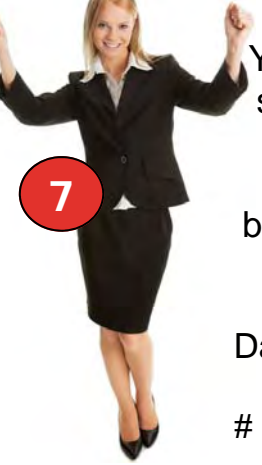
Now you're in business! Record that information

Date: _____

People: _____


- Facial appointment.....50 points
- Party appointment....100 points

Are you remembering to transfer your points to the Rewards Card?



Earn These Too!

8 **Perfect Start**
15 Faces in 15 Days




100 points

Plus ...

- Establish 20 new customers
- Introduce 5 people to the Mary Kay career
- Place \$600 order

Power Start
30 Faces in 30 Days



200 points

Plus ...

- Establish 40 new customers
- Introduce 10 people to the Mary Kay career
- Place \$1,800 order

You Made Your First Sale! Yeah!

9 The date of your first sale is an exciting time. Record that Information!

Date _____ Amount \$_____

- Other (not from facial) 20 points
- Facial sale 50 points
- Party sale 100 points



Share The Opportunity & Build A Team

10 You've just started on a fantastic journey! Share the excitement with others so they can experience a life-changing opportunity.



Think of 5 people you want to work with and share the opportunity with them. Using the enclosed **Dialog Helper** call each and then check off when you have finished the call!

- Called the 5 people 50 points
- Call me when done..... 100 points

Transfer the points you earned onto your Rewards Card

Congratulations!

By working to complete each of these New Consultant challenges, you will be off to a Great Start!