



BEE VIRTUAL

Helping direct selling professionals save time and money on the items they need to grow their business.

Welcome Back!

We've missed having you as part of our unit! I'm so glad you've decided to begin your business again.

Remember that hard work and determination are all it takes to be the best.

Let's work together to make your restart a huge success!

Every Friday we'll check for new consultants.

There are 2 types of New Consultants:

1. Those who were previously in your unit and are reinstating after terminating.
2. Those who have not previously been in your unit

If the new consultant is reinstating after being terminated and are in our database, we'll send the card above to them.

If they are new to your unit and not in our database, the Welcome letter on the next page will be sent.

From the Desk of *Annette Townsell*

November 5, 2004

Maritza Gonzalez
12821 Bromont Ave
San Fernando, CA 91340

Welcome!

Congratulations on your decision to become a Mary Kay Independent Beauty Consultant. I truly believe the reason for our success now and in the future can be traced to one common factor: quality people like you! Welcome to our fabulous unit!

I love this business because you never stop learning, and there are always opportunities to grow. As a new Consultant, I strongly urge you to start scheduling and holding your first appointments as soon as you receive your Starter Kit, because what you lack in experience you can make up for in enthusiasm! Although you'll have the opportunity to take advantage of continuous education in your Mary Kay business, activity will provide your greatest sense of learning. Mary Kay herself often said, "You can do everything right with the wrong attitude and fail to succeed, but you can do everything wrong with the right attitude and succeed beyond your dreams!" The first few weeks of your Mary Kay business can really set the pace for your future.

I am so excited for you! I care about your future and I am committed to helping you succeed. You'll want to try all the products, listen to the enclosed welcome tape and start working on your contact list, which is also enclosed. As always, I will match my time 100% with your effort! Be patient with yourself and just take it one step at a time. We'll move at your pace. Have a great start!

Lovingly,

Annette Townsell

Proud to be YOUR Director