

# OFF TO A GREAT START!

### 1 Start Making A Customer List

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

**Transfer the points you earned onto your Rewards Card**

### 2 Watch The DVD!

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

Watch the **Skin Care Class DVD** found in your Starter Kit within **2 weeks** of receiving your kit. Let me know when you've finished! **50 points**

### 3 Initial Inventory Purchase

Please check the value

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

Use the Inventory Options Worksheet to determine your initial inventory order.

**The amount of your initial inventory order is up to you.**



Use the 10 "I've Started My Business" post cards to mail to the **TOP 10** people you listed on 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.**

### 4 Booking Your First Skin Care Party!

A few days after mailing the post cards, call those 10 people first and then the rest on your **First Customers list**.

Using the enclosed "Dialog Helper" select **8 time periods** during the next month to hold your parties.

- Called the list .....20 points
- Booked 1 party .....10 points
- Booked 2-3 parties .....20 points
- Booked 4-5 parties .....30 points
- Booked 6-7 parties .....40 points
- Booked 8+ parties .....100 points
- Call me when done .....20 points

**Booking 8 is the goal. If you book more, that's great! Think and dream big!**

### 5 Give Out Your Business Card

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.**

### 6 Your First Appointment

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?**

### 7 Earn These Too!

**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

### 8 You Made Your First Sale! Yeah!

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

### 9 Share The Opportunity & Build A Team

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

Think of the first 5 people you want to share the opportunity with. Using the enclosed **Dialog Helper** call each of them. 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**

### 10 Congratulations!

**By working to complete each of these New Consultant Challenges, you are off to a Great Start!**