

3 P's of Success

1. Pearls of Sharing

In your first 30 Days of Business after receiving your Starter Kit.

Pearl Earrings Hold 3 practice interviews with your Director.

Pearl Necklace One new team member.

2. Power Start

\$1000 in sales -30 faces in first month of business

How To Book a Power Start

Use your 60 Contact list to make a list of your friends, family, co-workers, neighbors etc.

Don't Pre-Judge!!!

Valued Opinion – “Hi, _____, this is _____. I don't know if you know this yet, but I'm teaching skin care and color for Mary Kay and I'm so excited! I thought of you immediately because I value your opinion. I'm having a few friends over next week to sample products and I'd love to include you. Which is better for you – Monday or Thursday?” (Those whose opinions you value).

Mary Kay Users – (People who are already using the product, but are not being serviced, i.e. consultant moved away, consultant quit, or customer is new to area) **SOMEBODY ELSE'S CUSTOMER IS JUST THAT – SOMEBODY ELSE'S CUSTOMER!!!** “Hi, __, this is _____. I don't know if you know this yet, but I am teaching skin care and color for Mary Kay and I'm so excited! I thought of you immediately because I know you are currently using the product. Are you currently being serviced? If they respond yes, say, Great! If you ever find yourself with out a consultant, please call me.” If they respond no, say “Great! What do you need right now that you'd love to get free? (Don't steal customers, only “orphans”).

Arm Twisters – “Hi, _____, this is _____. I don't know if you know this yet, but I'm teaching skin care and color for Mary Kay and I'm so excited! I thought of you immediately because you are my cousin (Mom, best friends, etc.) I need to practice on 15 faces in the next two weeks. Is there any reason we can't get together? She'll say no, you say, “Great! Which is better for you _____ or _____?” (Good friend, family or those who owe you a favor).

3. Profit Level - \$3600 wholesale inventory

There are two ways: start with \$3600 or build your inventory until you reach this level.