



Hicks Unit Satellite Team

Do You Know how IMPORTANT you are to me?

A big part of our Unit is not local to the DFW area—

You all are our Satellite Team—

YOU are a BIG - BIG part of our UNIT!!!

It is my job to ensure that you receive the training and support that you need to succeed in MK, and I LOVE my job!

Mary Kay Ash knew that consistent attendance to a local Success / Training Event was absolutely mandatory to any Consultant who truly desired success in our business.

In Fact, she has a very famous quote on how our attendance to weekly events is directly related to our long-term success:

Miss one meeting—you are sick...

Miss two meetings—you are dying...

Miss three meetings—I am sending flowers, because your business is dead!

Remember, everything is your choice in MK, but if you want to be successful, then your weekly Unit Meeting is a Choice that you will want to make EVERY SINGLE WEEK!

If you do not have a local weekly Success Meeting to attend, PLEASE contact me immediately so I can find one for you !

SUCCESS TIP #1

Attendance to your weekly Success Event is one of the most important decisions you can make in your business.

As your Director, it is my job to match MY TIME with YOUR EFFORTS.

The only I can know that you are participating is if you tell me.

I want to be able to work with you and personally mentor you.

PLEASE, send me an email each week after your meeting to communicate with me what you are learning??

SUCCESS TIP #2

It is in YOUR Best Interest to bring guests to your Success Event EVERY SINGLE WEEK! You are going to be there anyway, right?

So why not turn your Success Event into an Income Producing Activity (IPA) ?

When you bring guests for your Adopted Director to help you

Book, Sell and Recruit—you EARN while you LEARN!

If few local Consultants in your area are currently bringing guests,

START A NEW TREND !!

I can promise you that your Adopted Director will LOVE you for it !!

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*While your LOCAL Director will welcome your guests to the meeting, it is my job to follow-up and work with them outside of the event.*

*Getting the best results from bringing guests is a 2-step process:*

- 1. Email me BEFORE the event with the name and # of your guests, so I can call and thank them in advance for coming to support you. THIS STEP IS HUGE! It allows me to connect with them and start building a relationship, so that they already have a trust level with me when considering the opportunity for themselves. You will also want to copy your local Director on this email, so that she can be prepared for your guests.*
- 2. Send me an update immediately after the meeting with your guests' responses and feedback, so that I can follow up with them accordingly.*

**QUIZ QUESTION:**

*Is holding a Skin Care Class a good reason not to attend your Local Success Event? NO!! Your Success Event is THE single most important event of the week—you know when it is!*

*Schedule your appointments around it! If your hostess absolutely can not do any other night, then bring her and her guests to the meeting for makeovers—they can all be models for you!!*

*In closing,*

**Remember that if you want your business to PAY you like a business, you must TREAT it like a business!**

*I love each one of you!! Your success is IMPORTANT to me!  
Please let me know if you have any questions on this information.  
If you need help on HOW to invite guests, contact me today.  
I am here to help you! OK?*

*Committed to YOUR Success!!!*

**Bettie Hicks**

