

Pack Simply for your Power Start

By Nancy McCabe

Packing for your skin care classes, facials and color appointments is easy when you follow the “like things together” rule. Imagine walking through the door to your appointment with your On the Go Bag filled as your ***Office on the Go*** in one hand and in the other, a packed ***Starter Kit with a rolled and filled Travel Roll-up Bag on top***. Image is key!! When you walk in with two bags and a smile, you project the image of a polished and professional Mary Kay Beauty Consultant! Once you get started with your set-up, you can make a trip to your car for anything that doesn't fit! You are set to sell sets, book those appointments and find your new team members!

Before you begin, collect your supplies:

- 1 Empty Starter Kit Bag (item 519900). You may use 2 and keep the 2nd in your car
- 18 Empty Zip Bags. In addition to what came in your kit, order (item 532300)
- 1 Filled Travel Roll-up Bag (use the beauty book insert as your guide)
- 1 On the Go Bag – filled as your ***Office on the Go*** (packing tips below)
- 1 MK Color Carrier for color appointments only
- Full sized products (as described below)

Helpful Hints

1. Getting everything in the bag is a TIGHT squeeze. Option: Move your mirrors plus both Satin Hands Pampering Set and CelluShape Set into a second Starter Kit Bag that can also hold extra facial cloths, hostess gifts, gifts with purchase & a sample gift for display.
2. With two rows of zippered pouches, don't expect the bag to zip. With the Travel Rollup Bag on top, everything stays in place. The It's OK to use your ***Office on the Go*** for overflow applicators and small gifts (Checklist below)
3. Add a luggage tag to each bag and a product label to each face case
4. Utilize zip bags (item 532300) for everything except the Visibly Fit Body Lotion and the Brush Set
5. The Travel Rollup Bag sits on top of the Starter Kit. Secure it by running the kit handle through the bag handle. You'll be using the Satin Hands Set from the Roll-up Bag
6. Brush Set - Tuck a bottle of brush cleaner (find yours at a Beauty Supply Store) inside then roll it up. Tuck the brush set into your Travel Rollup Bag as you roll-it-up.
7. Organize the products you will sell to make it easy to fill orders on the spot. Bring just what you need into the appointment in a rolling suitcase. Keep bulk storage in the trunk of your car. Watch the temperature – don't store products in extreme hot or cold.

Special Note – PLEASE be sure to insure your inventory – it costs just pennies a day. Find more information about Product Protection on InTouch under MK Connections.

Starter Kit

Add the bags to form two rows:

In Roll-Up	NEW Satin Hands Set This is the only product used in Roll-up
No Bag	Visibly Fit Body Lotion
Zip Bag 1	Sample Private Spa Lotions and Satin Hands
Zip Bag 2, 3 &4	Faces Cases, 2 per bag with one magnifying mirror each
Zip Bag 5	Ivory Foundation Tubes, 1 per shade, formula optional Concealer(s) Dual Finish Samples, 5 per shade Crème-to-Powder Samples, one each Facial Highlighters, Shades 1 & 2 Tinted Moisturizers, Shades 1 & 2
Zip Bag 6	Beige Foundation Tubes, 1 per shade, formula optional Concealer(s) Dual Finish Samples, 5 per shade Crème-to-Powder Samples, one each Facial Highlighters, Shade 3 Tinted Moisturizers, Shades 1 & 2
Zip Bag 7	Bronze Foundation Tubes, 1 per shade, formula optional Concealer(s) Dual Finish Samples, 5 per shade Crème-to-Powder Samples, one each Facial Highlighter, shade 4 Tinted Moisturizers, Shades 1 & 2 Tinted Moisturizers, Shades 1 & 2
Zip Bag 8	Skin Care: Normal to Dry 3 in 1 Cleanser (tube) Age Fighting Moisturizer Intense Moisture Cream
Zip Bag 9	Skin Care: Combination/Oily 3 in 1 Cleanser (tube) Age Fighting Moisturizer Oil-free Hydrating Gel Sample Packets - VELOCITY
Zip Bag 10	Compacts Plus Foundation Compact – Dual Finish (Beige 300) /Sponge Compact – Bronzing Powder & Brush Oil Mattifier Acne Treatment Gel
Zip Bag 11	Special Supplements

		Microdermabrasion Set Day Solution/Night Solution Set Even Complexion Essence
Zip Bag 12	Eyes	Oil-free Eye Makeup Remover Time Wise Targeted Line Reducer Indulge Soothing Eye Gel TimeWise Eye Firming Eye Cream TimeWise Age Fighting Eye Cream Eye Primer Brow Pencils – one each Ultimate Mascara: Black & Black/Brown Lash Lengthening Mascara: Black Waterproof Mascara: Black Eyecicles, both shades
Zip Bag 13	Lips	Lip Primer Satin Lips Mask Satin Lips Balm Lip Gloss, all shades (Use Lipstick Caddy, #901300) Lip Protector Sunblock
Zip Bag 14	Look Cards, assorted	
Zip Bag 15	Gifts for referrals - Mylar-wrapped spa collection samples	
Zip Bag 16	Disposable Trays and Facial Cloths	
Zip Bag 17	Applicators & Head Bands, snack sized plastic bags hold:	Mascara Brushes Sponge Tip Applicators Cotton Balls/Rounds/Squares Sponges

Office on the Go

Fill your On the Go Bag with

Flip Chart

Products Guide for Reference

Hostess Thank You Gift (wrapped PCP gift)

Datebook highlighted with available time slots

Gallon-sized Zip Lock Bag with Hostess Information

- Envelopes for Hostess Packets
- Hostess Brochures
- Business Cards

Gallon-sized Zip Lock Bag with Recruiting Information:

- Brochures
- Agreements
- CD/DVD
- MK Autobiography

Gallon-sized Zip Lock Bag with Beauty Books and Inserts

Gallon-sized Zip Lock Bag with LOOK Books

Gallon-sized Zip Lock Bag with Profile Cards

Gallon-sized Zip Lock Bag with Special Forms:

Invitations to upcoming Events

Current Calendar of Events

Gallon-sized Zip Lock Bag with plastic bags to fill orders

Small plastic bags for trash

Laminated copies for special promotion/advertisements for products

MK Money Bag or Zip Lock Bag with

Pens

Business Cards

Calculator

Sales Tickets

MK Order Form (for limited Edition and other product prices)

Dollar bills and coins to make change

Breathe Mints

Camera

Replacement panty hose

Raffle Tickets – optional

Extra set of car keys – optional

Products book for reference – optional

Color Samples – Bring ONLY for Color Appointments. Resist the temptation to offer full color makeovers at facials by leaving it at home!!!

Utilize the *Mary Kay Color Carrier* (order through MK Connections).