

Starting Your Mary Kay Business One Success Step At A Time!



Step 1: Becoming a Consultant

- Submit your agreement; *by mail or on computer*
- With your permission, have starter kit delivered to your Recruiter or Director.
- Send a photo of yourself or family to your Director.
- Be presented with your MK Pin and datebook from your recruiter and mark in the following events:
 - ...The dates of 3 observations of classes for you to assist at.
 - ...The day you will pick up your case, your recruiter/Director will assist in helping you unpack the case.
 - ...Bring the names of your 1st 10 parties booked...do ask your recruiter to help you plan and decide when to hold them (*usually 2-3 weeks out of signing*)
 - ...The date of the local Success Meeting for you to be pinned at.
 - Area Fall Advance, Career Conference, Mary Kay at the Movies, Seminar and any other upcoming Important MK Events.
 - ... Go to Intouch and subscribe for your own MK webpage (\$25 for year-1/2 off reg.) and also find location to submit 15 names and addresses for introductory mailers and 1st 50 business cards (\$10)



Step 2: Unpacking Your Showcase

- Recruiter/Director will help you unpack your case and explain what everything is.
- You'll need to add 'real' cotton balls, hair clips, 1 dozen ink pens, and 2 dozen terry wash cloths.
- She'll go over any questions you have after observing your 3 classes, also review the opening and closing of the classes you observed and importance of getting 2 Bookings from every class held!
- Have ready your list of 1st 10 parties booked and recruiter/Director will explain how to properly *Hostess Coach* your hostesses for successful events!
- Discuss your options and decision on starting your inventory with 8, 16 or 20 Roll up collections.
- Discuss how you qualify for your Ladder of Success Pin and Quarterly Prize, and how to win your Pearls of Sharing by signing your 1st Team Member!

Step 3: Holding your 1st Class

- Call your Recruiter/Director the day after holding your first class.
- She will share how to fill out your weekly accomplishment sheet, Customers Count, start a PCP List (Preferred Customer Mailing List) and how to report the party completed to the company!
- Please ask her everything you need clarified about the class or any customers questions.
- She will also go over how to divide your funds, so your business will always have funds to pay for inventory, restock your rollups and pay yourself a paycheck.
- Do call your recruiter/Director after each of your 1st 10 classes and repeat this process.

***Congratulations you are well on your way to repeating
the same process for your 1st team member!***