

New Consultant Checklist

Welcome

I am proud that you are beginning this journey with Mary Kay! I want you to succeed in all that you do! We are each implanted with seeds of greatness, and I feel blessed to be with you on this journey. Complete and date these tasks in your first 45 days, and I will invest \$100 in product to your Mary Kay Business!



Date: _____

Tasks:

- Spend 20-30 minutes reviewing "Product Central" on www.marykayintouch.com. Take notes on each product found in the Ultimate Miracle Set (cleanser, moisturizer, day/night solution, microdermabrasion, firming eye cream & foundations).
- E-mail a picture of yourself (shoulders up) to your director for our newsletter. We want to celebrate you!
- Begin reading Mary Kay's autobiography & Start Something Beautiful Magazine.
- Watch Skin Care Class DVD in your starter kit.
- Observe 3 parties with your director/recruiter.
- Set up a bank account with debit card for your Mary Kay business.
- Set up your ProPay Account.
- Register with Square (squareup.com) to accept credit cards on your mobile phone.
- Purchase your MK Personal website @ 1/2 off.
- Review inventory options with your director.
- Make inventory decisions and place your order.
- Start using the Mary Kay products consistently.
- Send 15 free catalogs through the MK InTouch website.
- Order your business kit, business cards, etc. This can be done through the MK InTouch website.
- Complete your Pearls of Sharing list and send to Tamra
- Go to tamrawillingham.com and begin Mary Kay University.
 - Session 1 - Capture the Vision
 - Session 2 - Product Knowledge
 - Session 3 - Booking Basics
 - Session 4 - Coaching with Confidence
 - Session 5 - Class Procedure (TimeWise Plus)
 - Session 6 - Customer Service
- Make a list of 25 or more people to contact as possible hostesses and/or face models.
- Schedule your Business Debut or Party.
- Book your Perfect Start (8 parties within 2 weeks). This includes your business debut.
- Construct your WOW Notebook. Resources are available at tamrawillingham.com.
- Complete Color Confidence on MK InTouch.

If completed within 45 days of signing your Beauty Agreement, this completed checklist is redeemable for \$100 in Mary Kay product from your director, Tamra Willingham!

To: _____

From: *Your Director* _____