





12 Steps to get your Business off to a Great Start in 3 weeks!

(Check off your list as you go)





1st Week

<p>1 Watch the New Consultant Training DVD</p> <p>Determine your inventory needs and make your decision within 24-48 hrs. Work with your Director to place your initial order to be sure you take advantage of all first-time ordering bonuses. The Signature Look bonus will expire 15 days from your start date. Calculate Your Expiration Date: _____</p>	<p>2 Make a list of everyone you know--shoot for 30+</p> <p>These contacts will be the start of your new business. Don't pre-judge...list everyone you would invite to your wedding if money were not a concern. Highlight the names of those who you would LOVE to have on your team.</p> 	<p>3 Schedule your Perfect & Power Start</p> <p>Email your Director your list of appointments with names and phone numbers. She will thank them personally for helping you with your goal.</p> <p style="text-align: center;">Facial = 1 face Double Facial = 2 faces Class = 3 faces Class = 1 hostess + 2 friends.</p> 	<p>4 Attend your Weekly Success Event to get your MK Pin.</p>  <p>Every MondayNight you can attend training & recognition. See online calendar for times & dates. Nothing is mandatory, but Consultants that "show up go up."</p> <p>Earn your MK Date Book Cover. When you attend your first 6 mtgs</p> 
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2nd Week

<p>5 Learn the Products</p> <p>Start using all the products from head to toe. If you don't have any use the ones in your starter kit when it arrives. Place the Look Book and Beauty Book inside your purse & read them everywhere you go so you can become familiar with the prices & products.</p> <p style="text-align: center;">Repetition is the key to learning - so read them several times.</p> 	<p>6 Register for First Steps at www.marykayintouch.com</p> <ol style="list-style-type: none"> 1. Register to send 15 FREE brochures announcing your new business. 2. Register for MK website – only \$25 for your 1st year. 3. Order you Business Card Kit - \$73 value for as low as \$40 	<p>7 Pink Producer Website www.pinkproducers.com</p> <p>Subscribe to RSS FEED on our unit website to stay up-to-date with the most current events, promotions, deadlines, & updates.</p> <p>You will also find this site extremely helpful in getting your business up and running successfully!!</p>	<p>8 Submit your WAS</p> <p style="text-align: center;">What is a WAS? Weekly Accomplishment Sheet</p> <p>You complete it weekly online to record your accomplishments - sales, bookings, etc... and receive recognition at the weekly event. Receive your Crystal Bar Pins based on your Y.T.D. Sales. Go to: www.marykayintouch.com</p> <p style="text-align: center;">Business Tools WAS</p> 
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3rd Week

<p>9 Open a FREE Checking Account </p> <p>...at any bank that offers FREE <u>personal</u> checking and a debit card. You should keep your business and personal finances separate. Deposit all your cash and checks. Link this account to your ProPay account for Credit Card Sales. The Money Management part in the MKU will provide more details.</p>	<p>10 Set up PROPAY </p> <p>ProPay allows you to process your customer's Credit Card Sales. You can accept Visa, MasterCard, Discover & AmEx. The Premium Account is available for an annual fee of \$29.95. Now you can choose to pay this amount in one single payment and be eligible to qualify for a rebate credit of \$29.95. Accept the FREE Debit Card Offer.</p>	<p>11 Listen to the CD's from your Starter Kit.</p> <p>Listen in your car while you sit in traffic. Take advantage of the time you do have and work smarter rather than harder!!</p> <ul style="list-style-type: none"> ✓ Team Building CD ✓ Success Stories CD 	<p>12 Earn <u>all</u> the Prizes YOU can as a NEW Consultant! </p> <p>Please look at the Prize Card in your folder. It's filled with prizes YOU can earn in your first 30 days. Please take advantage of them. If you have questions please call your director!</p>
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