

New Consultant Orientation Welcome!!

The Founders Dream

- The Golden Rule-
- Priorities-
- Mk's Business Plan of ___ guests around a _____ works....
But you MUST Get _____ UP!

MK Image

- Dress
- Anything that is an extension of you:
- Being on Time
- No GNP

Skill Management Tools:

- Time
- Money
- Tracking
- Basics for NEW Consultants!!

___ Establish an email address.

___ Complete the following steps in setting up your business:

___ Open your Mary Kay checking account and order Mary Kay checks.

___ Order your Business Kit at www.mkconnections.com (business cards, name badge, product labels, self-inking stamp)

___ Order your Personal Web Page for \$25 (half price) at www.marykayintouch.com.

___ Purchase your Skin Care Class Supplies:

___ Cotton balls or pads, Zip Lock Baggies

___ Hair Clips, Bands

___ Storage Box or Organizer to carry inventory to selling appointments. (MK connections, Wal-mart tackle box or Sharodan.com)

___ Attend your first Weekly Success Meeting with at least 2 supportive friends or family members. RSVP to your Director with their names and phone numbers—she will give them a cheerful ‘thank you for coming’ phone call in advance.

**Check out The New Consultant Silver Wings Interactive Program on InTouch*

Party Overview:

What to Say (Scripts):

- Pre Profiling the Guests:

- Coaching the Hostess:

Hostess Introduction Flash Card

I am so **HAPPY** to have each of you here!!!! We are so fortunate to have with us one of this entire area's foremost specialists on skin care and glamour techniques!!!

Each of you should learn more in the next 40 min on how to take better care of your complexion – than you may have ever known before!!

Soooo...Let's do it right!! Let's give a super welcome - A Super APPLAUSE for our Mary Kay Consultant

!!!!!

(((START CLAPPING FAST!!!)))

- Positive Answer Questions:

- 85 Second Individual Close:

(3 Goals Per Class)

How many _____?

How many _____?

How many _____?

*35 second sets close:

1. (Relaxing question) -

2. (Driver Seat Statement) -

3. (Choice Question) -

4. (Release Statement) -

*Re-booking approach:

1.

2.

*Recruiting Interview Appointment Approach:

1.

2.

3.

4.

Lisa's Marketing Hotline Phone #-_____

Pearls of Sharing 3+3+3

- New Consultant Booking script:

24-48 Hr. Challenge:

1-

2-

3-

Results:

Weeks 1 &2 –

Weeks 3&4--

Weeks 5&6 –

Weeks 7&8 –

Goal:

The SECRET: