

WEEKLY SUCCESS EVENT

Cari Newby

WELCOME

6:30 EVENT BEGINS

- WELCOME GUESTS! Thank you for coming! We are so Glad you came!
- *PRAYER*
- WHAT WE ARE DOING TONIGHT: Makeovers with the skin care specialist _____!!!

CONSULTANTS

PLEASE STAND

for a BIG Round of Applause if you were ON TIME tonight!!!

*****RULES - Remain Standing as long as you can...once you're down you're down & LAST Woman Standing WINS!!**

- Remain Standing if you are wearing your Mk pin (if you are new & don't have one yet remain standing)
- Are honoring the MK Professional Dress Code which is a cute Dress or skirt (The 1 thing our founder, MK Ash, asked of us.)
- *Participated in Tonights Fun Raffle!*
- Have ever been a part of our weekly dinner team (or if you've given your name to our unit meeting manager to help out in a pinch)
- Have ever been the skin care specialist (or are signed up to help in the future)
- Have already ordered the new Sweet Shoppe line available to EVERYONE Oct 3rd!!

- **Have a Mary Kay PERSONAL Website where your customers can shop online with you 24/7**
- **Are friends with your Director or Adopted Director on Facebook**
- **Are a part of your unit or adopted unit's Facebook group**
- **Are on Voxer with your Director or Adopted Director**
- **Are already registered for Dec 5th Christmas tea with Lisa!!**
- **Have a Mary Kay Decal or sign on your**
- **Mention that you have a MK biz on your voicemail**
- **Brought at least 1 sharp guest tonight!! - over 18!!**
- **You have at least 1 booking on your books...2....3....(until there's a winner!)**

It's my privilege to introduce to you our EMCEE for tonight...

Cari Newby began her business a few days before Christmas with a LOT of fear and a little HOPE that just MAYBE she could change her situation! She started her career out of a deep desire to be a “mommy –preneur” ... a Work from HOME mom with a GREAT INCOME!!! And just 7 short months later...the following July...She promoted herself to the Leadership position of Independent Sales Director giving herself unlimited earning potential.

***Cari's highest commission check in one month as been in excess of 10 Thousand 500 Dollars!**

***She has earned the use of 7 MK Career Cars – 3 being the prestigious Pink Cadillac!!**

***Her amazing unit was just recognized for over half a million in sales last year!!**

***She has earned many Cinderella prizes from Mary Kay for a job well done including 2 stunning Diamond Rings & CASH PRIZES... Can you say CASH????**

***She has now been able to enjoy working from home for over 11 Years**

Her goals this year are focused on creating change in her life & in the lives of others by Building People and include:

***Continuing to fund a top notch private school education for her 4 children**

***Upgrading to her dream home for raising a big family**

***Taking her husband on an all expense paid trips around the WORLD MK Style!!**

Thank you, Mary Kay!!

***& Beginning to Build THE BRAVE GIRL National area starting with 8 FIRST-Line Directors & DIQs & 15 RED JACKETS by Jan 1st for Leadership!**

Cari is MOST Proud of her Offspring Directors...and FUTURE Up & Coming Directors!!

Cari is EXPECTING MANY NEW DIQ's & is SUPER PROUD OF THOSE PULLING OUT ALL THE STOPS TO REACH THIS GOAL!

Her favorite Quote is, "Life is not about waiting for the storm to pass...but learning to DANCE in the Rain" & her mission in life can be summed up in this verse found in the book of Matthew...

"Love the Lord your God with all your heart and with all your soul and with all your mind.' This is the first and greatest commandment. And the second is like it: 'Love your neighbor as yourself.'

Cari is most passionate about inspiring Women with the HOPE that CHANGE IS POSSIBLE for those who are BRAVE enough to get started and audacious enough to KEEP GOING!!

We hope you are inspired to Discover what YOU love today about Mary Kay!!

Please Welcome...Pink Cadillac Future Executive SENIOR Sales Director, Cari Newby!!

- MARY KAY ASH QUOTE!

RECOGNITION

Queen of Sales

- Hop to your feet for a Big round of applause if you even THOUGHT about selling anything this week!!
- REMAIN STANDING if you sold at least \$100
- REMAIN STANDING if you sold at least \$200
- IF YOU SOLD AT LEAST \$300 - GET ON UP HERE!
- Tell us about your week (each person)
- Crown Queen!
- GIVE THEM ALL A ROUND OF APPLAUSE as they take their seats....

RECOGNITION

Queen of Business Pride

- Hop to your feet for a Big round of applause if you even THOUGHT about inviting a guest tonight!!
- REMAIN STANDING if you have at least 1 guest 18 or older
- REMAIN STANDING if you have at least 2....(*keep going til winner or tie-breaker*)
- *Give the Winner a Gift!*

RECOGNITION

Queen of Booking

- Get out your Datebooks!!!
- Look at your bookings for THIS MONTH & NEXT
- Count up your facials/double facials/& parties booked
- Okay....Hop to your feet if you have at least 1 booking...
- Remain standing if you have at least 2....3....4...*(until a winner or a tie-breaker!)*
- Give the Winner a Prize!
- Hop up if you HELD A BOOKING this week & share something that went RIGHT!!!

RECOGNITION

Queen of CAREER CHATS!

- Hop to your feet if you did a career chat with your Sales Director or DIQ this week (*if you did them yourself - must have turned in the name & # to ur Sales Director to follow up OR they signed up to count!!*)
- Remain standing if you did at least 2....3....4...(until a winner or tie-breaker - tie broken with new team members added!!)
- Winner gets to carry my R4R purse for a week!

CAREER PATH

1-3-5-8-10!!!!

- CONSULTANTS w/no team members, key word: YET...Hop to your feet for a round of applause!!
- Guests our consultants are SO SMART because they have chosen to open a business & be in charge w/all the flexibility & independence of being your own boss...being an entrepreneur & at the same time have the support of a long-standing company backing them!
- Can you keep a secret?!! Our consultants make 50% on everything they sell...so we buy our products for \$1 & turn around and sell them for \$2. So the day we sell a product is the day we make money & we call that INSTANT INCOME!! Anybody ever have an unexpected expense? (*flip hand up fast*)
- Wouldn't it be great to not have to wait until Payday to get paid? So...if you see our consultants smiling & clapping - THAT'S WHY THEY'RE SO HAPPY!! :)

- **2nd Tuesday - Celebrate:**

1. *Medal Winners - Explain how & bring up winners!! Bronze:*
2. *PS Winners - Explain how & bring up winners:*
3. *Shooting Star Winners:*
4. *Inner Circle-Explain how & standing recognition for winners who will be pictured in our newsletter!*
5. *Fall into red:*
6. *Celebrate New promotions on the Career Path!!!*
7. *On Target Car Drivers!!!*

NEW CONSULTANT PINNING

- IF YOU'RE NEW & have not yet received your MK pin...come on up here with your recruiter!!
- _____, Tell us about your New Team Member
- _____, Tell us about what your life looks like & why you decided to give MK a try.
- *Affirm her.*
- *Let the Senior Pin her while you give her her boot camp card & bumper sticker so she won't be a "secret agent."*
- *Continue until you've celebrated ALL the New consultants*
- *Take quick pictures & give a round of applause as they take their seats!*

NEW CONSULTANT OATH:

WITH THIS PIN,
I WILL BOOK SELL AND RECRUIT,
PUT MY PANTS IN THE CLOSET
AND BREAK OUT MY SUIT
MARY KAY MEANS FUN
AND MONEY YOU SEE
BUT MY SUCCESS
DEPENDS ON ME
SO I'LL DO MYSELF A FAVOR
AND GET OUT OF MY OWN WAY
AND FROM THIS DAY FORWARD
I AM MARY KAY!

SENIOR CONSULTANTS

- Now let's meet our SENIOR CONSULTANTS with 1 or 2 ACTIVE Team Members...Hop to your feet for a round of applause!
- Guests, in addition to their 50% profit our Seniors are now receiving an additional 4% on what their team members are doing.
- This does not come out of their team members 50%
- It comes from corporate profits...out of MK's half
- They send us "Thank you" checks to thank us for sharing the opportunity! We call them LOVE checks!! Why? Cuz we_____ (LOVE TO GET EM!)
- *Celebrate New Srs with Pin Enhancers*
- Give them a Big round of applause as they take their seats!!

RED JACKETS!!!

- Give it up for our STAR TEAM BUILDERS with 3 or 4 active Team Members - PLEASE JOIN US UP FRONT!!
- You will see them sporting their HOT RED JACKETS!! - That's because they are HOT!! They are MOVING UP!
- They are a part of our management Team & if you have any questions...you can ask them!
- Where Are Our TEAM LEADERS with 5, 6 or 7 active team members? - PLEASE JOIN US UP FRONT!!
- Our Team Leaders have doubled or tripled their income over night to 9 or 13% commission....& They also have the opportunity to go on-target for the use of a FREE MK CAR!! Do we have and ON-TARGET CAR DRIVERS - PLEASE WAVE AT US!!!

RED JACKET OATH

For the Director to say and Red Jacket to repeat:

IN MY BUSINESS
I BUILD AND RECRUIT
PUT AWAY MY JEANS
AND PUT ON MY SUIT

I'M LEARNING TO BUILD
I'M GETTING A CLUE
I WANT MY DIRECTOR'S ATTENTION
SO I'M HEADED TO DIQ!

DIRECTORSHIP IS WHERE
I WANT TO BE
TO EMPOWER WOMEN
IS ALL I CAN SEE

WHEN PEOPLE ASK
I'M HEADED TO 10
WHY THEY SAY?
CAUSE I'M ON A MISSION!

RED JACKET OATH

for Audience to repeat to the new Red Jacket:

WE KNOW YOU CAN DO IT
WE'RE WATCHING EACH
MOVE

YOU'LL BE A DIRECTOR,
CUZ YOU'VE GOT THE
GROOVE

MARY KAY CREATED THIS
BUSINESS
SO WE COULD MAKE
MONEY

SO ROLL UP YOUR SLEEVES
AND GET TO WORK, HONEY!

YOU CAN DO IT!!!

- Do we have any Future Directors with 8 or 9 active Team Members on your Team? - PLEASE JOIN US UP FRONT!
- Our Future Directors can move into Leadership as Fast or as SLOW as they want!!
- No one has to die or retire before they move up :)
- They can advance at their own pace - be a crockpot or a microwave :)

- Let's Meet our REDS - Please say your name &:
 1. What attracted you to MK?
 2. What Almost Held you Back?
 3. What's your most immediate goal?

CELEBRATE NEW REDS W/RED JACKET DEBUT

CELEBRATE NEW TL & FD WITH NEW PIN ENHANCERS

- Give them a Big round of applause as they take their seats!

DIQ's

- Now Let's meet the MOST EXCITED WOMEN in this place tonight!!! - Our Directors in Qualification!! THATS ME!!!
- We call IT DIQ'swhich really stands for: DO IT QUICK! :)
- (SHARE ABOUT YOU)!!

1. *About You*

2. *What almost held you back*

3. *Why Directorship NOW?*

- BRING UP YOUR TEAM FOR RECOGNITION & PICS!!
- Please give it up for THIS DIQ TEAM as they take their seats!

DIRECTORS!

So what's the BIG deal about being a Sales Director?

- As a Sales Director you still hold parties & service your own clients, however, now you take others along with you to show them how to do what you are already doing.
- You make up to 36% on your own team & for the first time on the career path - you also make commission on all their team members.
- The average Consultant makes anywhere from 2 to 25 thousand a year - not bad for a part time job. The average Sales Director typically makes anywhere from 2 to 25 Thousand dollars a MONTH!
- If their are guest Sales Directors bring them up to Introduce themselves & Share:

1. *Name*
2. *What almost held them back from moving up to Sales Director*
3. *Why they are SO GLAD they did!!*

- Give them a Hand as they take their seats!!

I STORY

- Never in a Million Years...
- Why I almost didn't & I'm so glad I did: Fear/\$/Time/
Not the Sales Type/Hubby
- Mary Kay always said there's at least 1 person at every party that would be a great consultant so throughout the evening be thinking if that could be you!

**Guests It's time for your Dinner & a Makeover!
Give it up for our Guests as they Stand and
follow _____ to the Makeover room!!**

Announcements:

Training:

LET'S MEET OUR GUESTS

- Stand and Give it up for our guests as they join us up front!!
- _____, please share with us what they are wearing.
- *Ask Each Guest individually these 3 questions:*
 1. *Tell everyone your name. And you came with.....?*
 2. *What was your favorite product you tried today?*
 3. *If ever in a million years you were gonna give this business a try for yourself...what do think you would enjoy most about it?*
- Let's give it up for our guests as they take their seats!!

CLOSE

- Guests Drawing from Feedback forms
- Guests we always say when you here our AMAZING opportunity...you are either an A...a B...or a C
 1. A - ABSOLUTELYI'm ready to go...you're DONE earning free cars without me!!
 2. B - Buy me coffee ...I'm thinking this could be for me but I have some questions!!
 3. C - Customer ...I'd like to be a happy customer but you can call me.
- Okay, guests, now get your letter in your head...and when I say 3...Turn to your consultant and tell her your letter. NOW DON'T CHANGE YOUR LETTER! :) Ok....
1....2....3...
- *Can offer a signing bonus for on the spot?! GUESTS - THANK YOU FOR COMING!! PLEASE DO ME THE HONOR OF SHAKING MY HAND BEFORE YOU LEAVE!*
- RAFFLE
- *Goodnight everyone!! Have A POWERFUL WEEK!!*