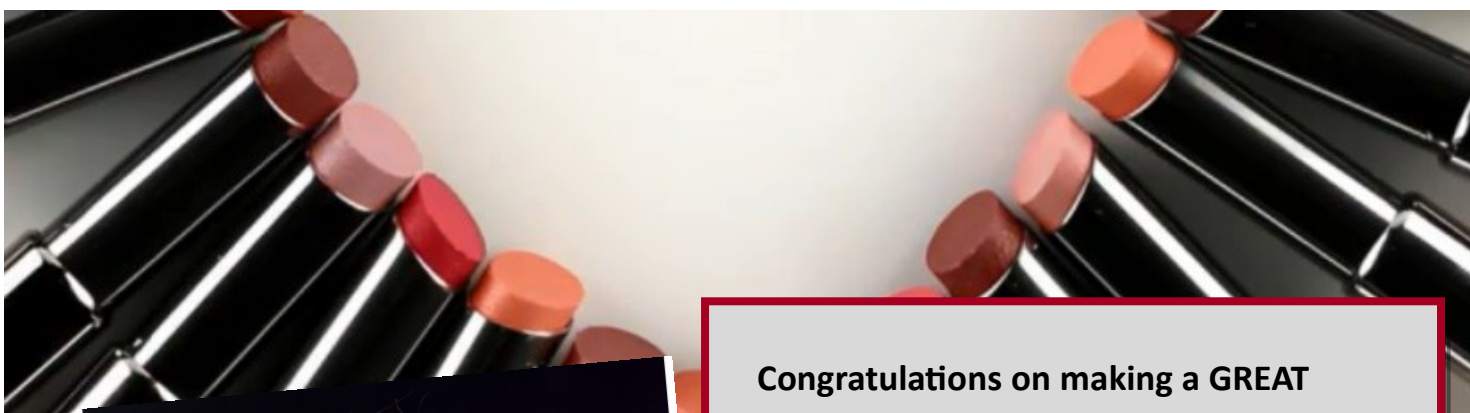


Welcome to Mary Kay Cosmetics!



Congratulations on making a GREAT decision! I'm excited to work with you as a brand new Beauty Consultant and throughout your Mary Kay journey!

You've just become a part of an incredible company with an amazing past and unlimited future!

Welcome to the Maven's Unit!

I am thrilled you are apart of our team!



Melissa Walczak

Your Mary Kay
Senior /Cadillac Sales Director

Your Unit Information

Unit Name: Melissa's Mavens
Senior Sales Director: Melissa Walczak
Address: E9956 50th ave, Mondovi, WI. 54755
Phone/Text: 715-225-3304
Email: mwalczak2@gmail.com
Follow me on Facebook: Melissa Schuh-Walczak
Request Access to Private Facebook group
UNIT WEBSITE-melissawalczakmavens.com
Meeting Information- Pink Studio @ 2004 Highland Ave. EC
Unit Hotline- 715-875-6883



Fun Facts About Your Director

Favorite MK Memory: First Career Conference when I caught the vision of Mary Kay . Faith First, Family Second and career third.

NOW- First Cadillac, Off-spring sales director and unit club!

My Best Asset: Empowering others to believe.

People would be surprised that: I use to dislike pink.

All-time Favorite Movies: Walk in the Clouds, Fire Proof

I Am Currently Reading: The Leadership Secrets of Jesus

Best Book I've Ever Read: The Bible, Power of Positive Thinking, Morning Miracles.

My Favorite Meal: Lobster

I Usually Order: Something healthy.

My Favorite Time of Day: Every moment, thankful for my blessings.

Hobbies: Camping, boating, snowmobiling, anything outdoors.

My Trademark Expression: "Do it anyway!"

Best Advice I Ever Got: Only take advice from someone with whom you would trade places with

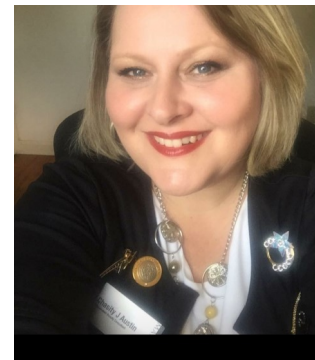
Advice I'd Give a New Recruit: Keep it simple, do not quit, and believe in the Goal and not the HOW. . .

Do not reinvent the wheel; just follow what the book says.

I Describe This Company As: A tool that builds self-confidence, self-esteem, and cash

My Mary Kay Role Model Is: Diane Underwood and several other Nationals.

My Mary Kay Seminar Goal Is: Debut 3 offspring sales directors every year, Cadillac unit, and Future National Area.. Million Dollar unit....





Independent Mary Kay Senior Sales Director **Melissa Walczak**

Melissa has a husband, three boys and two stepdaughters.

Her Husband Michael, has been a wonderful, supportive husband.

Melissa has 3 boys– Bryant, Kyle and Joshua. Bryant is married to Meghan and they have two beautiful boys Eli and Oliver. He just graduated and is working as a Machinist. Kyle is going to school in California for Forestry. Joshua attends River falls for Biotechnology and Pre-med.

Stepdaughters Manda and Misty and my grandchildren. Natasha, Owen, Alana and Corraline.

Melissa joined Mary Kay in 2006 while she continued her full time career as a Registered Nurse at Mayo Hospital. She debuted as a Sales Director in 2010 and was able to go part-time. May 31 2017 she retired from 28 years of nursing to pursue her MK dreams.

Melissa has earned 5 free cars in Mary Kay. Just earning the prestigious Pink Cadillac. Enjoying the flexibility and freedom.

Excited as the Maven's have done \$400,000 plus unit club and new off-spring Sales Director Chasity. Next year we will do a MILLION!!!

Melissa has a house full of MK prizes and gifts. Her purpose is to HELP, EMPOWER and SHARE GODS WORD.

One of the last things Mary Kay Ash said to one of our NSD when she asked her "How can we ever thank you?" Mary Kay said "Pass IT ON"



You can do it.



In Mary Kay, you are in business for yourself, but you're never in business by yourself. This packet is designed to accompany the incredible Mary Kay University New Consultant Education on www.marykayintouch.com. Today, your successful Mary Kay journey begins, and your Sales Director, Recruiter, sister consultants, and the experts at Mary Kay, Inc. are here to support you every step of the way!

- ❑ **Success List #1**...*Getting Started*
- ❑ **Success List #2**...*Golden Rule Customer Service*
- ❑ **Success List #3**...*How to Find Customers and Hostesses*
- ❑ **Success List #4**...*How to Book a Selling Appointment*
- ❑ **Success List #5**...*How to Conduct a Skin Care Party*
- ❑ **Success List #6**...*After the Skin Care Party*
- ❑ **Success List #7**...*The Art of Selling*
- ❑ **Success List #8**...*How to Build Your Team*
- ❑ **Success List #9**...*Earn Your Red Jacket*
- ❑ **Success List #10**...*Earn Your First Career Car*
- ❑ **Success List #11**...*Are You Ready for DIQ?*

Success List #1

Getting Started

- Log on to www.marykayintouch.com (aka InTouch).** Enter your consultant ID (you received this when you submitted your agreement), and create a password.
- On InTouch, under Education, open **Mary Kay University** and complete “**Getting Started:**” Connect with Melissa either in person or on the phone to complete **Mary Kay University** “Getting Started:” **NOTE: There are time-sensitive offers at this stage, so make it a priority to complete within your first few days after signing your consultant agreement.**
- Respond to the welcome email** you received from Meissa after you submitted your consultant agreement . You may want to create a separate folder for your Mary Kay emails. **Text Melissa at 715-225-3304.** Be sure to include your name and a photo (can be a snapshot or selfie on your phone).
- Download the free VOXER app** and social media sites.
- Take the odometer reading** on your vehicle. One of your biggest tax deductions is mileage! Keep a mileage record of your daily Mary Kay trips in your datebook, use a log book or notepad in your vehicle, or try a phone app like MileIQ.
- Review the New Consultant FIRST STEPS on the home page of InTouch. There are time-sensitive new consultant offers waiting for you! **NOTE: DO NOT ORDER YOUR BUSINESS CARDS UNTIL YOU COMPLETE YOUR COLOR CONFIDENT CERTIFICATION ON SUCCESS LIST #2.**
- Purchase a 3-section spiral notebook.** This will be an essential tool for your time management and organization. You’ll need it for Success List #2.
- On **Mary Kay University**, watch the video “**Greatness Within You.**”
- When your Starter Kit arrives, Watch the Start Something Beautiful DVD and start reading the Miracles Happen autobiography as soon as possible.



Email or text Melissa with any questions and let her know when you've completed Success List #1



Success List #2

Golden Rule Customer Service



- ❑ Complete the Golden Rule Customer Service segment on **Mary Kay University**:
 - Customer Service
 - Assessment
- ❑ Open a separate checking account for your business. It does NOT have to be a business account (which most likely would carry fees). You will want a debit card on this account to pay for all your Mary Kay expenses. If your card has a daily limit, set it high enough to account for your orders (check with Melissa for advice on this).
- ❑ Complete the **Color Confident** education on InTouch under Products tab.
- ❑ After you have received your Color Confident certification, order your **Business Cards/Business Kit from MK Connections** (be sure that the Color Confident logo is printed on your business card before submitting your order).
- ❑ **Create a separate workspace in your home for your business.** This could be a separate room or simply a corner of a room in your home.
 - Desk, computer, or laptop and printer
 - Shelving for your inventory (bookshelves, hutch, small closet with shelves, etc.) Melissa is happy to share storage ideas for your home, as well as how to organize products and supplies for your appointments.
 - File cabinet for papers and brochures, or try a paper organizer.
 - Internet and phone service with adequate minutes/data or unlimited plans. Check exclusive savings on InTouch for discount programs with cell phone providers.
 - *Optional:* Some consultants create a “Brain Book” — a 3-ring binder that holds papers that they want to keep with them at all times, as well as your 3-subject spiral notebook.
- ❑ Begin using your **3-section spiral notebook for time management/organization**:
 - Section 1: Your master Mary Kay To-Do List of things you want and need to complete, and from this, you’ll pull your 6 Most Important Things List each day.
 - Section 2: Your “Pretend Wedding List” of prospective customers, hostesses and team members. You’ll continually add to this list as you think of people!
 - Section 3: Notes from meetings and trainings.
- ❑ Start shifting your thoughts regarding time to “**what CAN I do**” vs “**what CAN’T I do**”:
 - 168 Hours Per Week (available to all of us)
 - 56 Hours Per Week (sleeping...ideally, if we are getting 8 hours per night)
 - 40 Hours Per Week (if you work a “traditional” job with a “traditional” work week)
 - 8 Hours Per Week* (for Mary Kay...if you want \$300 profit per week)



Email or text Melissa with any questions, and let her know when you've completed Success List #2.

Success List #3

How to Find Customers and Hostesses?

- ❑ Complete the “How to Find Customers and Hostesses” segment of **Mary Kay University**:
 - Intro
 - Make a List
 - Open for Business
 - Stay Organized
 - Practice Makes Progress
 - Assessment
- ❑ Use Section 2 of your spiral notebook to create your potential customer, hostess & team member list. You will build your client base the same way as beauticians, nail techs, doctors and other professionals do: begin with family and friends, develop a good reputation, and the word spreads! To help you gain perspective on how many people you have in your WIDE circle of influence, think in terms of creating an invitation list to a large church wedding. The average large church wedding in America sends out 150 family invitations, which encompasses 300-450 people inside those households. Don't limit yourself geographically (we do not have territories). Start with your inner circle of friends and expand from there. If someone is in the contacts on your phone or is a social media friend, they should be on your list. **DO NOT PREJUDGE OR MAKE DECISIONS FOR OTHERS WITHOUT ASKING!** Add to this list each day as you meet or think of new people.



Email or text Melissa with any questions, and let her know when you've completed Success List #3.

Success List #4

How to Book a Selling Appointment

- ❑ On **Mary Kay University**, complete the “How to Book a Selling Appointment” segment:
 - Intro
 - Book Your Appointment
 - Booking Objections
 - Practice Makes Progress
 - Assessment
- ❑ Note that there are different kinds of selling appointments:
 - A facial is when you demonstrate products for one person and she tries them,
 - A double-facial is when you demonstrate products for two people and they try them
 - A party is when you demonstrate products for three or more people and they try them.
- ❑ Always remember that we are a “teach, don't touch” company. We show and explain the products, but people apply them themselves.



Email or text Melissa with any questions, and let her know when you've completed Success List #4.

Success List #5

How to Conduct a Skin Care Party

- Complete the “How to Conduct a Skin Care Party” segment on **Mary Kay University**:

- Coach the Hostess
- Profile the Customer
- Skin Care Party
- Bookings from Bookings
- Practice Makes Progress
- Assessment

- Practice** setting up your table display and trays and packing your products and supplies for your appointments.

- Use your Instructor Guide to **practice** your presentation.

- Review the **Power Start** Information on pages 9 and 10 of this packet.

- Practice** on 30 of the people from your “Pretend Wedding List.” After each facial or party, email or text Melissa so you can evaluate together.

- On **Mary Kay University**, watch the video “Grit.”

- ★ **The following items are things you may want to consider as you develop your presentation. They are NOT required, and you should wait to get started... just add and tweak as you go! Talk with Melissa if you are curious to know more about any of these suggestions.**

- Tablecloth
- Placemats
- Washcloths (vs disposable facial cloths)
- Headbands
- Roll-Up Bag for display and closing
- Goody bags for guests
- Thank-you gift for the hostess
- Booking incentives
- Demo Brush Set for the hostess to use
- Closing sheets
- Individual Consultation sheets
- Hostess Packets
- Table décor (cute but not cluttered)



Email or text Melissa with any questions, and let her know when you've completed Success List #5.

Power Start/Power Start Plus

To complete the Power Start Challenge, just do 30 faces* in 30 days!

Name/ Date	Name/Date
30.	15.
29.	14.
28.	13.
27.	12.
26.	11.
25.	10.
24.	9.
23.	8.
22.	7.
21.	6.
20.	5.
19.	4.
18.	3.
17.	2.
16.	1.

*Face = face-to-face demonstration & application of Mary Kay skin care and/or color. 30 days starts from your 1st appointment.

total # of faces _____

To complete the Power Start Plus Challenge, do 6 sharing sessions* during your Power Start!

Sharing Sessions

total # of sharing sessions _____

6. Name _____ Date _____
5. Name _____ Date _____
4. Name _____ Date _____
3. Name _____ Date _____
2. Name _____ Date _____
1. Name _____ Date _____

* Sharing Session = sharing of MK facts using approved format with completed survey to Director (must be 18+) If these sharing sessions are completed with your Director, they also will count toward your Pearls of Sharing Challenge.

Your Name: _____ Date _____

Tips for Completing Your Power Start Plus

It's natural to be a little nervous, but here are some things to remember:

- Your Power Start is simply about asking people to borrow their faces for practice!
- Most people you ask will be thrilled to help you get started!
- You can do one face at a time, or 4 or 5—it's totally up to you!
- At the end of your Power Start, you'll feel confident, you'll have extreme belief, and lots of new customers and maybe even new team members!
- No one expects you to be perfect—you're brand new! This, too, is a skill-based business! Take every opportunity to be trained, and become a master at what you do!

Don't worry if you can't find the words, you can borrow these:

"Hi _____, this is _____! How are you? Great! Did I catch you at an ok time? I just had to call you--I am so excited! I just started my very own Mary Kay business, and my Director has challenged me to practice on 30 faces, and I would just love it if you would be one of my faces! If you don't already have a Mary Kay consultant, is there any reason you couldn't let me pamper you for an hour or so?*" Great! Which do you prefer ...during the day or in the evening... Monday or Thursday...(always offer two choices...set the time, location, etc.) _____, I really appreciate your help—and I'll have a special gift for you just for helping me! And by the way, _____, I can do 3 or 4 faces just as easily as I can do one... who do you know who might want to come join in on the fun and pampering?*** (Get their names and phone numbers.) _____, I can't tell you how much your support means to me! Thank you so much for your time and for helping me! We're going to have so much fun! I can't wait to get together with you on ____!"*

** If she says she already has a consultant, for conversation's sake, ask who it is to see if you know her. Let her know that we operate by the Golden Rule, which means we never attempt to other consultants' customers and that you are excited that she is being taken care of. Share that she is welcome to contact you if she ever finds herself without service, and thank her for her time. If she says no for any other reason, ask lots of questions and do your best to overcome her concerns.*

***If she is hesitant or says no, assure her that she is not obligated to purchase and emphasize how much she'll be helping you by allowing you to borrow her face. Ask lots of questions to determine her true concern.*

****If she says no, assure her that it will be just as much fun with just the two of you!!*

Do the "and then some," and turn your Power Start into a Power Start Plus:

- The key to success (AND BIG-GIRL PAYCHECKS!!!) is working your business full-circle, which means "BOOK, SELL, TEAMBUILD"...in that order. When you build a team, you multiply yourself!
- This part of the challenge is designed to teach you how to effectively share information about the Mary Kay Opportunity. Just as in your selling appointments, the key is to get the words out the first few times—knowing they will not be perfect and will not feel natural until you say them again and again. Practice, practice, practice!
- Use the tips from the Pearls of Sharing Challenge to complete this portion of the Power Start Plus Challenge.
- Hint: For the Power Start Plus Challenge, you can do the interviews with your Director or use the Teambuilding Notebook to do them on your own, however, if you do them WITH your Director, you can double-dip and count them for the Pearls of Sharing Challenge as well. (Pearls of Sharing interviews *must* be done with Director).

Success List #6

After the Skin Care Party

- ❑ On **Mary Kay University**, complete the “**After the Skin Care Party**” segment:
 - Intro
 - Money Management
 - Following Up with Customer
 - Resolving Dissatisfaction
 - Practice Makes Progress
 - Assessment

- ❑ After any party, facial or product sale, enter each transaction in the **myCustomers** under Business Tools on InTouch:
 - Enter each Customer's Profile into **myCustomers** under Business Tools on InTouch:
 - ◆ If she is new, click on New Customer, and enter her Customer Profile information.
 - ◆ If she is not new, select the customer's name, and enter her information.
 - Enter each customer's sales information into **myCustomers** under Business Tools on InTouch:
 - ◆ If she is new, click on New Customer, and enter the sale information.
 - ◆ If she is not new, select the customer's name, and enter the sale information.
 - ◆ Mark as complete.
 - ◆ Click on Create Invoice at the top of the page, if needed.
 - ◆ When payment received, mark paid or charge credit card, if applicable.
 - ◆ Mark when Shipped/Delivered.
 - Submit your **Weekly Accomplishment Sheet** online **EVERY WEEK** (even if \$0 sales/activity) on InTouch. (Our week runs Sunday to Saturday. Submit your WAS to Melissa each Sunday night by midnight.)
 - ◆ On InTouch, under Business Tools, go to Weekly Accomplishment Sheets.
 - ◆ Click on Enter Weekly Accomplishments.
 - ◆ Always make sure date is correct for week being entered. Click the dropdown if you need to change.
 - ◆ Note: If you enter your sales into myCustomers on InTouch, they will automatically load into your Weekly Accomplishment Sheet, and you'll just need to complete the other areas and hit Submit to Your Director.

- ❑ The myCustomers app is an excellent business tool for your phone or mobile device! Download it from your app store!



Email or text Melissa with any questions, and let her know when you've completed Success List #6.

Success List #7

The Art of Selling

- ❑ On **Mary Kay University**, complete the segment called “**The Art of Selling:**”
 - Intro
 - The Art of Selling
 - Niche Selling
 - Assessment



Email or text Melissa with any questions, and let her know when you've completed Success Melissa #7.

Success List #8

How to Build Your Team

- ❑ On **Mary Kay University**, complete the segment called “**How to Build Your Team:**”
 - Intro
 - Sharing the Opportunity
 - Overcoming Objections
 - Follow Up
 - Practice Makes Progress
 - Assessment



- ❑ Contact Melissa for a copy of our **Teambuilding Notebook** to customize and use at your Sharing Sessions.
- ❑ Review the **Pearls of Sharing** Information on pages 13 and 14 of this packet.
- ❑ Select at least 6 customers to do a 3-way **Sharing Session** with Melissa in person, on the phone, etc.) and give her opinion of the business opportunity. Choose someone who has experienced the products though a facial or party and (preferably) has expressed an interest in learning about the Mary Kay opportunity. Melissa will use the Teambuilding Notebook to guide the appointments.
- ❑ Another optional tool for sharing is the free **Do What You Love** app from the Mary Kay Digital Showcase on your phone or mobile device. Download it from the app store!
- ❑ **Sign your first team member**—the sooner the better! Remember, you do not have to know everything about being a consultant before you start building a team. You can learn together with the support of your Sales Director!



Email or text Melissa with any questions, and let her know when you've completed Success List #8.

Pearls of Sharing Challenge



Earning your Pearls of Sharing is a prestigious accomplishment in Mary Kay! As a new consultant, part of your leadership training is to listen to your Director** share the Mary Kay opportunity with women you know. When you've completed this stage of your training, you'll be ready to begin sharing the information yourself as you work your business full circle!

Earn your Pearl Earrings after 3 Sharing Sessions in your first 45 days!

Name	Date of Appointment	Interest Level
1.		
2.		
3.		

Earn your Pearl Bracelet after 6 Sharing Sessions in your first 45 days!

Name	Date of Appointment	Interest Level
4.		
5.		
6.		

Earn your Pearl Necklace with 1 Qualified Team Member in your first 45 days!*

Name	Date of Agreement	Initial Order (WS)

* A team member added during the Pearls of Sharing contest period who places a minimum \$600 wholesale (Section 1) initial order in her first or second month. ** For the Pearls of Sharing Challenge, sharing sessions must be held with your Director, either in person or on the phone.

Tips for Pearls of Sharing Challenge

What is a sharing session? A sharing session, or "interview," (you will hear these terms used interchangeably in Mary Kay) is when a Consultant and/or Sales Director shares information about the Mary Kay opportunity. The appointment usually lasts about 30 minutes, but can run slightly longer, depending on conversation and questions. Sharing sessions are most effective when held in person, however, they can be held by phone, as a conference/three-way call or video conference.

Why is this such an important part of your training? A successful Mary Kay business comes from working full circle: book, sell, then teambuild. By listening to your Director share the information, you will pick up words and tips that you will be able to use in your own presentations. You will see how the Teambuilding Notebook is used to present the facts, as well as how your Director addresses questions and concerns. You also will learn the importance of the opening/closing questions and asking for a decision. The only way to get really good at anything is PRACTICE, PRACTICE, PRACTICE! Each time you observe someone sharing the opportunity or do it yourself, you'll get better and better! It is estimated that 1 in every 5 women who hear the information will say yes to the opportunity—you could end up with new team members during your training!

Who should you ask to participate? The most important thing to remember is to NOT prejudge! It's not your job to decide whether or not you think a person would be interested in Mary Kay. Remember, you are not asking anyone to do any more than listen to the information. Refer back to your first Customer List...ask everyone you like and would like to work with...ask everyone you know who has a need Mary Kay might fill...ask everyone who loves the products (especially those who have been hostesses for you!)...ask everyone whose opinion you value...ask everyone with whom you want to share why you are so excited about your business...ask everyone! Most people will agree to listen, even if just to help you with your training, and in doing so, they listen very openly and often will hear something in the information that they may not have heard if they were feeling like they were being recruited. If you choose, you may offer her an incentive as a thank-you for helping you with your training. You might choose to give a free eye color, a free or half-price lipstick or lip gloss or any one item at half price.

What can you and your guest expect at the sharing session? Your Director will thank your guest for taking time to help with your leadership training and give her opinion about our company. She will be asked to share a few things about herself (opening questions). In the Underwood Area, we use a Teambuilding Notebook to guide the conversation (obviously more effective in person, but serves as an outline during phone sharing appointments, as well). Your Director will ask your guest's opinion of what she heard (closing questions), and she will be asked to share her interest level in becoming a Mary Kay consultant. Depending on the interest level of your guest, your Director may invite her to attend a future event, offer additional information such as cds or dvds, etc., and/or ask permission to follow up with your guest to answer additional questions. Your Director will thank your guest again and assure her that, regardless of whether or not she sees Mary Kay as something for herself, she has contributed greatly to your training.

What to say when asking someone to listen:

Helpful Hint: Check with your Director *before* making your calls to establish potential dates/times for appointments.

"Hi _____, this is _____! How are you? Great! Did I catch you at an ok time? I just had to call you--I am so excited! I've recently started my very own Mary Kay business, and the next step of my training is to learn how to share the Mary Kay business opportunity. To do this, I need to listen to my Director present the information, and she asked me to select a few sharp women I know who might be willing to help. I wanted to ask you, because I really respect you and I value your opinion! _____, you might never be interested in "doing" Mary Kay, and that's ok! Just by listening, you are helping me with my leadership training! Plus, I'll give you _____ just for helping me out! When works best for you...during the day or in the evening...Monday or Thursday...(always offer two choices, set the time, location, etc). Great! _____, thank you SO much! I really appreciate your help, and I can't wait to talk to you on _____."

Success List #9

Earn Your Red Jacket

- On **Mary Kay University** watch the video “Choices.”
- Complete the “**Earn Your Red Jacket**” segment on **Mary Kay University**:
 - Week 1:
 - ◆ Activity 1
 - ◆ Activity 2
 - Week 2:
 - ◆ Activity 1
 - ◆ Activity 2
 - ◆ Activity 3
 - ◆ Activity 4
 - Week 3:
 - ◆ Activity 1
 - ◆ Activity 2
 - ◆ Activity 3
 - ◆ Activity 4
 - Week 4:
 - ◆ Activity 1
 - ◆ Activity 2
 - ◆ Activity 3
 - ◆ Activity 4
 - Week 5:
 - ◆ Activity 1
 - ◆ Activity 2
 - ◆ Activity 3
 - ◆ Activity 4
 - Week 6:
 - ◆ Activity 1
 - ◆ Activity 2
 - ◆ Activity 3



Email or text Melissa with any questions, and let her know when you've completed Success List #9.

Success List #10

Earn Your First Career Car

- Complete the “**Earn Your First Career Car**” segment on **Mary Kay University**.



Email or text with Melissa with any questions, and let her know when you've completed Success List #10.



Success List #11

Are You Ready for DIQ?

- Complete the “**Are You Ready for DIQ**” segment on **Mary Kay University**.
- Explore the “**Virtual Classroom**” segment on **Mary Kay University**.



Email or text Melissa with any questions, and let her know when you've completed Success List #11

The Mary Kay Way



Mary Kay Ash didn't set out to create a make-up company. Instead, she developed the perfect company for women based on a certain set of values & principles. The cosmetics came later. I'm so proud of our company's heritage, and I am grateful to my mentors for teaching me such strong business ethics. I'll always be grateful to the person who introduced me to Mary Kay! As a leader in this company, I am passionate passing on and protecting these core philosophies that we like to call "The Mary Kay Way."

- **Attend every unit and company event that you possibly can, without exception.**
- **Always dress professionally when representing your business and Mary Kay Cosmetics.**
- **Present a positive attitude at all times, from your words to your facial expressions to your body language.**
- **Live by the Golden Rule, treating others the way that you would like to be treated.**
- **Take every opportunity to be Go-Give: joyfully and unconditionally doing the "and then some" for others.**
- **If someone is already a Mary Kay customer, always refer her back to her consultant.**
- **Do not discount your products unless it is a limited-time sale or incentive for hosting or referrals.**
- **Never sell products at garage sales or flea markets or in any retail establishment or public setting.**
- **Do not sell products online, except through your Mary Kay Personal Website.**
- **For Facebook and all other social media outlets, follow the guidelines outlined on InTouch.**
- **Call your director, not other consultants, if you need help or have a business-related problem or concern.**
- **Submit a Weekly Accomplishment Sheet from InTouch to your director each week.**
- **Trust and believe that this business works when you do, and the only way to fail in Mary Kay is to quit.**

For you, Mary Kay might be about income and opportunity...or it may be about gaining self-confidence and life skills like public speaking, organization, delegation and money, time and emotional management...or it might go as deep as increasing your deserve-level, self-esteem and self-worth. It might even be simply for the friends and the fun! Regardless of what has brought you to the company and to our unit, I can promise you that by surrounding yourself with Mary Kay people, events, communication and philosophies, your life will be GREATLY enriched.

Maven's Mission Statement

Help, Empower and Share God's word

One face at a time, the Maven's Unit works with passion and purpose to help each woman we have the privilege of working with look and feel her best—building confidence, raising deserve levels, fueling dreams, and empowering her to step into her own greatness, realizing her God-given potential.

As your Director, I am your mentor, your biggest cheerleader, and your friend! While I am interested in your success as a Mary Kay Beauty Consultant, I am equally interested in the person you are and the person you are becoming. I look forward to this journey with you, and I am honored to be your leader!



Melissa

