

NEW CONSULTANT ORIENTATION AGENDA

I. Introduction

- A. Download the VOXER APP, will add you to training and group communication.
- B. Professional Attire is Dress/Skirt, NO PANTS or flip flops.
- C. Be your best customer! Use only Mary Kay products! Keep track of your personal use products.
- D. Golden Rule – “Do unto others as you would have them do unto you.” We do not take a customer away from another consultant. Two questions to ask: 1) Are you familiar with Mary Kay? 2) Have you received a Look Book or purchased from your consultant in the past 12 months?
- E. Familiarize yourself with the Resources Tab on www.marykayintouch.com. Read up on Unauthorized Internet Sales; Legal; and Company Approved Advertising
- F. Don't break the skin care set (1st time purchase only): Cleanser, Moisturizer, and Foundation
- G. Discounts to friends and family = none

https://youtu.be/fnq_56SwGrQ

Heidi Goelzer fun facts

<http://vid.us/u143px>

Melissa MK fun fast facts

<http://vid.us/npagy5>

Melissa business card

II. How to Book My Parties

- A. Prospect List: church, friends, relatives, former/current co-workers, high school or college friends, neighbors, wives/girlfriends of your husband/boyfriend's friends.
- B. Make a list of 50 + women.

III. Ready, Set, Sell! How to Make Your Inventory Decision

- A. Investment vs. debt. 3-year shelf life, 90% buy back guarantee, sell more at appointments.
- B. Ways to finance inventory purchase. Credit card, Loan, Savings. Interest is tax deductible!!
- C. Mary Kay Chase VISA is an excellent card and if eligible can receive the card # immediately. 12 mo/0% interest ☺
www.marykayintouch.com. Go to Ordering/MK Connections/Chase MK Rewards VISA. FREE Glamour Look when your \$600+ wholesale order is placed w/in 15 days of your start date. Deadline: _____
- D. I DO YOUR FIRST ORDER FOR YOU TO INSURE YOU GET MAXIMUM FREE PRODUCT.
- E. **Order \$600 inventory w/in 24 hrs. _____ Receive \$30 Free Product from your director.**
- F. Order \$1200 or more and I or your recruiter will have a party for you☺

IV. Tuesday Night – Girls Night Out – 2004 Highland Avenue, EC MK Pink Studio.

\$5 room fee (tax deductible) or \$15 month

6 pm-Girls Night Out – recognition, announcements, product commercial. Inspiration- Sign up

6:30-7:30 pm Training OR do facials on your guests. WE WILL HELP YOU!

Bring your date book & referrals to every event.

WE are doing Zoom LIVE every other week Join Zoom Meeting

<https://zoom.us/j/6225202345> - see www.melissawalczakmavens.com for schedule and sign up for your coaching calls.

V. Training Hotlines:

Walczak Warrior Unit Hotline 715-875-6883 Leave a message. Changed M-F at 8 a.m.

Million Dollar Message: 641-715-3900 access code: 44336#

VI. Order Your Shopping Website:

Sign up for your personal website \$FREE for the WHOLE first year.

VII. Business Kit: Order your Business Kit at Marykayintouch.com. Ordering/MK Connections/Shop Now/MK Branded Products/Business Building Kit. Starting at \$39.99

Order your website before your business cards so you can put your web address on your cards!

VIII. Where to Begin:

1. Decide on your inventory purchase and let Melissa know what level and how you will pay.
2. Start making your outgoing calls/texts using scripts. SET up FB VIP group
3. Inventory video if you didn't already watch go to your Welcome Email and first steps and watch.
4. Send Sharing video to 15 friends. Let them know you started MK. Director will text it to you to forward.
5. My contact: Melissa Walczak 715-225-3304 & office text # 715-257-5369 email. mwalczak@marykay.com

IX. Unit Website: www.melissawalczakmavens.com

