

Here we Go...

This packet contains "step by step" instructions that will lead to huge success in your Mary Kay business. This checklist has been tried and tested by experienced MK consultants and directors. Follow it! If you ever feel overwhelmed, discouraged or lost, **go back to this checklist**. Regardless of any other information that you may receive, **always stick with this checklist!**

Keep this handy when we speak on the phone, as I will refer back to it many times. Your success is very important to me!

## **Million \$ Checklist**

Name: \_\_\_\_\_

1. Inventory: Go through New Consultant Packet, talk with your Director and determine your inventory needs. Make your decision within 1 week and work to place initial order to be sure you take advantage of all first-time ordering bonuses.
2. Create a **contact list** of everyone you know. Don't pre-judge and make a special mark next to those people who you might like to have on your team. Set up 6 practice interviews with Director.
3. Discuss your business opening with your Director & choose to complete the **Perfect Start or Power Start** business plan. Date of Business Opening \_\_\_\_\_. Check out Business Debut and skin care class outline on the New Consultant page on [www.marianforrest.com](http://www.marianforrest.com)
4. Set up Mary Kay Intouch: Log on to [www.marykayintouch.com](http://www.marykayintouch.com) and set up marykay.com email address and purchase your personal Mary Kay web site for only \$25.00 your first year. Give email address to director to aid in timely communication.
5. Order your Business Cards: [www.mkconnections.com](http://www.mkconnections.com) - business kit is recommended (Be sure to include website address on cards). Order tent cards which gets you the customer's information too!
6. Study the educational tools and watch the Skin Care DVD in your Starter Kit. Prepare 20 Hostess packets.
7. Become familiar with the products in your Starter Kit and take the opportunity to personally use new products.
8. Plug in to Success Events: Attend Dinner & Makeover at 6:30 pm at our Training Center (308 E. 7th St.) with a friend to receive your MK pin and more training. Those who show up, go up! Attend 4 Trainings and New Consultant Orientation and receive your MK Signature leather datebook cover. If you do not live in the Mountain Home/Conway area, [E-mail](mailto:mmforrest@marykay.com) Marian and she will locate a great Weekly Success Event in your area! Call in to New Consultant Orientation on Thursday night at 9pm at 712-580-1800 access code is 16000#.
9. Stay in touch with your Director: Your director works closely with those who are working. Don't hesitate to call with questions. Reach Marian at 501-358-4471 or 870-405-9382 or email me at [mmforrest@marykay.com](mailto:mmforrest@marykay.com). \*Turn in Weekly Accomplishment Sheet every week and let me see how you are working!
10. Open separate bank account: Go to any financial institution that offers a FREE checking account and debit card. You should keep your personal finances separate from your business.
11. Have fun! This is an incredible opportunity! Imagine what your wildest dream in Mary Kay could be and share with your director!

***YOU ARE A  
WOMAN OF EXCELLENCE!***