

NEW CONSULTANT BUSINESS DEBUT AGENDA

WELCOME: Guests fill out registration (pink sales slip) and new Consultant greets them with Satin Hands and Satin Lips. Guests served refreshments. Grab 2nd carbon sheet of sales slip for an on time drawing!

INTRODUCTIONS: Thank everyone for being there! Guests say *name, profession*, and how they know *New Consultant*.

On Time DRAWING! (from Guest Registration Slips)

3 THINGS WE'RE GOING TO DO TONITE:

- 1) Celebrate ___ and her new business and allow you to ask questions and learn a little about the great career opportunity she has just joined!
- 2) Learn ways you can help ___ in launching off her new business!
- 3) Have individual time at the end for you to ask individual questions you may have, make any purchases you'd like tonight, book your free facial, and help train ___ on how she will close at her future appointments!

New Consultant's Story: Reason for joining & what she is MOST excited about!

Recruiters I-Story: What you love about your Mary Kay Business, why you joined, what it has done for your life.

Congratulate & Pin New Consultant: Read card out loud that pin came on

Ribbon Cutting: Making her new business officially open!!

Guests: Share one reason why they feel New Consultant will be a successful independent Beauty Consultant running her own business. **Give raffle ticket to each guest for sharing!**

A few company facts: From the "At a Glance Brochure" (or answer questions they have) and **give raffle tickets**

DRAWING!!!!!!

Important ways you can help New Consultant launch her business successfully:

- 1) Book a complimentary facial so she can practice! (30 faces in 30 days to get power start pin) (i.e. If you were to take the same test 30 times in 30 days, you'd get an A by the end!)

A) Pass around highlighted datebook to put their name, number, and address in time slot!

B) Fabulous Referral Game: "New Consultant has a goal to facial 30 people in 30 days

(Get out cell phones, **first person to hit 10 wins a gift, person with the most adult women names/numbers wins a gift!! Everyone gets a raffle ticket for each-adult name & phone number**)

2) Share your facial with 3 friends the new consultant does not know so you can receive hostess discounts and gifts and so New Consultant can expand her business beyond her friends/family **SHE GETS THIS PINK ICE RING** (for 8 bookings)!

A. Romance Travel Roll-up Bag and unfilled Compact Pro as free hostess gift, ask, "raise your hand if you will choose the "roll-up bag" **HOLD ANOTHER DRAWING W/ TICKETS!!**



Earn YOUR Pink Ice Ring

Schedule 8 Definite Dates with Hostesses (Herself + 2-5 Guests) for Parties to be held within 30 Days of Submitting your Beauty Agreement.

Email me (Candy) with your Ring Size as well as the Dates, Times, and Hostesses Names and Addresses and Phone Numbers.

I will confirm your parties, order your ring, and mail it to your Adopted Sales Director to present to you at your Local Success Meeting, amid the applause and adulation of your sister consultants!

3) Make Purchases Today!

A) Romance Gift w/ Purchase (show & tell) Gift will come with delivery of their order

B) Pass out debut set sheets with pens (Tip: I laminate my set sheets and give them dry erase marker) That way you only have to pay for color copies once! (go to Office Max and tell them you are a Mary Kay Consultant and you get a corporate discount)

C) Lottery game! If you won the lottery, which sets would you want to take home with you tonight?

D) “Beauty Dilemmas” - raffle ticket for every cosmetic “issue” (example, Dark under-eye circles, oily t-zone, etc.) Show which Mary Kay product addresses the “issue” they asked about and give them a ticket for each question on the issue.

E) Introduce remaining sets on set sheet

Fun fact: We do have 90 Products for \$10 or less!

4) Become her new Team Member!

A) New consultant needs a running partner

B) Only \$100 to start your business this month! Over \$410 in real sized products plus sales aids and training, samplers, etc. for total value of over \$600 in your starter kit! Pass out company survey sheet

Individual Closings, collect money or payment source, and say thank you & farewell!!!

Thank everyone! Group coach all who booked to send their guest names/phone numbers within 3 days of people who have said yes to booking a party with you

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