

## LIST OF ITEMS NEEDED FOR DEBUT

1. You should be in a dress or skirt and your Mary Kay Color look on your face!
2. New Consultants organized kit contents (take everything out of boxes, organize the kit products for use—take cellophane off trays, etc. Make it look ready to put into action!!!  
**Note:** Make sure she leaves in the pink sales slips and customer profiles and Look Books and beauty books (make sure her look books and beauty books have her name and phone number and MaryKay.com website on each one. **DISPLAY THE PRODUCT from the kit on the front table for viewing. Display your filled rollup and empty rollup and empty compact pro there also.**
3. New Consultants calendar and 15 ink pens for guests— it should have all her personal and business appointments in it including work schedule and dr. appointments. It should have 8-12 pink or yellow highlighted dates/times in 3 hr. increments over next two weeks (allow 3 hours per appointment)  
**Note:** Success meeting night is one of the appointments that should be highlighted
4. A beautiful 6 foot long 3-inch pink ribbon with a big bow in the middle made from the same type of ribbon (to be stretched across by all the guests and consultant will official cut the ribbon signifying the real launch of her business
5. A camera or Iphone camera to take a picture of the ribbon cutting
6. Consultant should bring light cookies, napkins, and tea or coffee with cups. “Keep It Simple Sweetie”
7. Laminated debut set sheets in color, for each guest, and plenty of eraser markers (or you can just have colored copies of the debut sets and fine tip black markers. (office max gives a discount on color copies)
8. Nice new travel rollup bags (1 is filled with miracle set, foundation, microdermabrasion set, and in last pocket the satin lips and oil free eye makeup remover) (second one is empty and new)
9. Nice new compact pro – empty (the empty rollup and compact pro are for hostess booking incentives!
10. Lottery tickets 7 a cute box or bag to mix them in **Note:** (make sure you get the double perforated tickets so you have one for the drawing box and one for the guest to hold and check her number) AND a box or cute sack to put the drawing lottery tickets in to shake them around for fair drawing.
11. **FIVE** fancy wrapped (cute sack and tissue are fine) drawing gifts! **NOTE:** Gifts need to be Mary Kay products such as “gifts with purchase” (new consultant can buy these for \$4 each from another consultant) or another example is “discontinued limited edition products” “hand cream” “neutral eye shadow” “empty mini compact” (they have to fill it later!); “satin lips balm or mask” (I give mask so that they need the balm to go with it and will buy it) “beauty blotters”, “Or even a little cute set of color look cards for chocolates, berries, neutrals and pinks, with a couple of lip gloss demos and a cheek color and applicator all tucked into a cute little makeup bag or cellophane envelope” Ask for help from your power partner!
12. **Optional:** Pink plastic table cloths and a couple of small balloons tied at each end of display table.