

New Consultant Business Debut—Set Up

Everything should be set up and ready one hour before guests are scheduled to arrive.

We will need a display table and chairs set up in a semi-circle in front of table.

DISPLAY TABLE

- Beauty Essentials Roll-Up Bag FILLED with all products shown on the Create-A-Roll-Up insert from Beauty Book. Presenter will use products for demonstration and sampling.
- New Consultant Starter Kit with large bow...and scissors to cut bow
- Cotton Balls or rounds for testing Eye Makeup Remover
- Small spatula to dispense cream products (can order from Mary Kay Section 2)
- Each of the Eye Shadows (in display tray or place on top of table for all to see)
- Each of the Cheek Blushers (in display tray or place on top of table for all to see)
- Each of the Lipsticks & Lip Glosses (in display tray with clear plastic top and names or displayed on table—to sample on back of hand)
- Each of Lip Liners and Eye Liners displayed on table for sampling
- Roll of double-sided tickets for drawings
- 3 beautifully wrapped gifts for drawings...can be product or other inexpensive gift item
- Basket or bag for raffle tickets

If new Consultant does not have any of these items, let presenter know so she can bring.

IN KITCHEN OR ROOM WITH SINK

- Satin Hands for each guest to try—tea towels to dry hands
- Refreshments—keep it simple—cookies, punch & coffee or tea, napkins, cups

HAVE READY FOR EACH GUEST

- Customer Profile—have each guest fill out when she arrives
- Pen
- Sales Ticket—will use as “Wish List” during presentation
- Stick-on name tag—use black marker & write first name LARGE
- Look Book—will give to each guest at end of Debut
- Hostess Flier with your name and telephone number filled in—will give to each guest who books a class/party at end of presentation

OTHER THINGS YOU WILL NEED:

- Appointment Book with dates & times highlighted when you want to hold appointments in next 2 wks
- Calculator
- Team Building Info—Brochures and CDs (Team Building brochure and CD from Company or NSD Linda Toupin “Choices” CD or other favorite CD)
- Friend to help with refreshments while YOU book appointments

DIRECTOR OR RECRUITER WILL BRING:

- Camera to take picture of you cutting the ribbon on your business☺
- Gift you will receive for having 15 guests present
- Gift you will receive for having 5 guests take a Team Building CD
- PS pin to show guests what you receive for putting product on 30 faces in 30 days
- Tell Us Your Opinion Questionnaire

**Wear a skirted suit or skirt/blouse or dress, nylons, heels and your beautiful SMILE—
We’re going to have FUN debuting your new business!**