

RECRUITER CHECKLIST

- Submit Independent Beauty Consultant Agreement to the Company.
- Suggest she sign up for a Smart Start Business Package and the Smart Start Personal Web Site offer.
- Encourage her to review educational materials. Provide her with information about the unit meeting.
- Discuss her Mary Kay goals.
- Discuss inventory options. (Review the *Ready, Set, Sell!* brochure with her).
- Send first order to the Company.
- Suggest she complete Perfect Start or Power Start.
- Help her set up her GO Book/GO Kit.
- Help her schedule appointments to observe.
- Encourage her to book Perfect/Power Start appointments.
- Confirm her Perfect/Power Start appointments (and call her after each one).
- Work with her to obtain future bookings. Suggest she sign up for the Preferred Customer Program.

New Team Member Name	Date	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	Date	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
1.													
2.													
3.													
4.													
5.													
6.													
7.													
8.													
9.													
10.													
11.													
12.													
13.													
14.													
15.													
16.													
17.													
18.													
19.													
20.													
21.													
22.													
23.													
24.													
25.													

Please note: The Company grants all Mary Kay Independent Beauty Consultants a limited license to duplicate this document in connection with their Mary Kay businesses. This item should not be altered from its original form.

