

Now that I have this box of stuff ... What do I do?

For New Consultants who just received their Starter Kit

Welcome, welcome, welcome to Mary Kay and to your fantastic Unit!!

Not only have you been accepted into the most progressive and positive company in the world, you also have become a vital member of one of the most dynamic units in Mary Kay. And the reason we keep getting better is because quality women, just like you, join our team.

Your director is your business advisor. However, you will set your own goals. Your recruiter and director will be there to help you reach them. They will teach you, guide you, and motivate you. They will not take credit for the success you'll achieve because the bottom line is this - YOU are the one who will have to study and schedule appointments. You're the one who will get out the door to hold these appointments, attend unit meetings, and special functions because THIS IS YOUR BUSINESS! Your success will be yours because you will decide what you want, and set goals to reach it. You're on your own but never alone!

As a new consultant, you are encouraged to treat this business as if you were going to college. Be patient with yourself. You will not learn everything overnight! Commit yourself to a certain number of hours per week to go to "MARY KAY SCHOOL" including weekly unit meetings and your own appointments. You'll also want to commit yourself to at least one full year of consistency in your business to allow it and you to grow.

It's understanding that eighty percent of our time is spent asking people to pamper themselves with a facial and inviting friends to join them. It's making women feel special and having fun. It's always working with the golden rule, to prioritize your lifestyle to achieve perfect balance between family and career without compromising either. It's learning to listen. It's finding a need and filling it. It's realizing that ninety-nine percent of this career is attitude - a positive "I can do it" attitude. It's understanding that maintaining a positive attitude is a daily choice; a choice we consciously make every day.

Look at your success. Five years from now, what do you want for yourself? For your family? If you set your goals and use all the tools that will be available to help, you can achieve all of your dreams and more. It's all in your showcase. The key? Well, that's in you!! Best of all, you will have decades of Company experience to rely on and guide you every step of the way, you really will have it all!

Thank you for saying yes to this opportunity, for saying yes to you! Your director is truly looking forward to getting to know you better and assisting you in your wonderful and exciting climb up the ladder of success!!

Keep Making America Beautiful!