

Helm's Angels - Seminar 2012

Our Breakthrough Year!

\$700,000 Unit Club

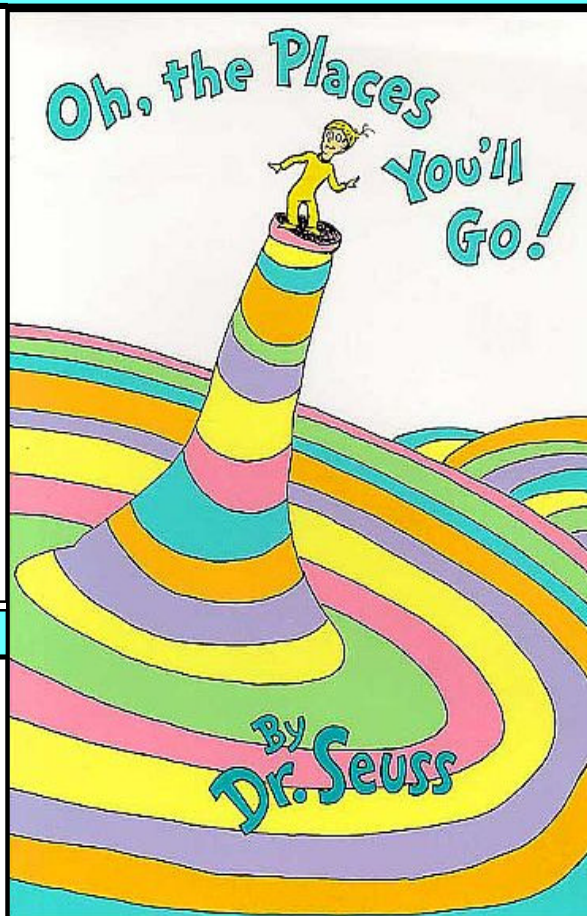
60 Star Consultants

5 New Car Drivers

3 Offspring Sales Directors

Weekly & Monthly:

- Queens of Sales, Sharing and IPA's
- Team Building Medals awarded for 3 - 5 New Team Members
- Mystery Date -\$600 personal Whol., a new Qual. Team Mbr., a Team Building Medal or 4 Hostesses during the month with W.A.S. turned in.
- Step On Up. Every other Thursday, 11:30-1:00, MKDS, for those wanting to take the next step in their business. Must be consistently turning in weekly, their W.A.S. and working from IPA's.
- GNO Success Event



Unit Call Schedule

Most conference calls will use this number unless otherwise noted:
712-432-1620, access 437157#
(central time zone)

- Every Mon. 6:45 pm - **Unit Wide** Business Builders Conference Calls: Booking Blitz 6:45, NCEC 8:00 and Career Chat 9:00
- Leadership Development Forum Call. Every other Sat. at 8:30am. By Invitation Only. Different CC #
- Business Coaching - 1 on 1 w/ Jeannie based on your goals:
- Additional Career Chat Wed. at Noon.

Quarterly:

- Star Consultant Program
- Quarterly Awards Event
- Rotation of all major Skill Education Segments at GNO
- GNO Consistency Prize

Yearly

- Rookie of the Year, Most Improved, BWOY, Ms. Go-Give, Queens and top 10 for Courts of Sales and Sharing, 4 Qtr. Star, Consultant., & 100% Consistency
- Year End Top Consultant Trip

New Consultants:

- Prizes for completing your New Cons. Educ. & turning in your New Cons. Prize Vouchers.
- Earn Pearls of Sharing for practice interviews
- Complete Power Start or Power Start Plus and receive your exclusive Pin.

Unit Support Systems:

- Passport Books/IPAs
- Product of the Month promo
- NCEC program
- **Angels In Action !!!!**
- Leadership Development Forum - by invitation only
- Business Coaching with Jeannie
- Helm's Angel Website
- Helm's Angel Facebook Page-
- Helm's Angel YouTube Site
- Unit Newsletter
- Business Builders Conf. Calls

Legend

Q= Queen Whol.= Wholesale, Qual.= Qualified W.A.S.= Weekly Accomplishment Sheet MKDS=Mary Kay Design Studio IPA= Income Producing Activity GNO=Girl's Night Out BWOY=Business Woman of the Year NCEC=New Consultant Education Call CC=Conference Call

Staying Connected

Your Sales Director's Info: Jeannie Helm, Off: 214-206-5244
Jeannie's cell: call or text 940-395-2400.

Other Important Numbers and Information:

(Good Idea TIP: Program ALL of these numbers into your cell phone so you have them handy)

- **MARY KAY CUSTOMER SERVICE/TECH SUPPORT: 800-272-9333** - available Mon - Fri, 9am to 5pm ct
- **Propay Customer Service: 888-814-9599** to process cards by phone and for questions/issues on Propay
- **Unit Website:** www.Helm'sAngels.com **Unit YouTube Channel:** www.YouTube.com/Helmsangels
- **Unit Facebook Page:** www.facebook.com/HelmsAngels. Plz. go there and click "Like"

Unit Conference Calls: 712-432-1620, access code: 437157#

Recorded Playback Number: 712-432-1282, access code: 437157#

Your punctuality is appreciated so we can jump right in without delay and make the most of our time together.

- **Every Mon. 6:45 pm - Unit Wide - Business Builders/Booking Blitz.**
8:00pm– New Cons. Educ. Call. Please go to our Unit website, click on New Consultants, and print the handouts for the various calls to use during the calls.
9:00pm Career Chat
- * **Every Wed. at Noon Career Chat**

Business Coaching Sessions - 1 on 1 w/ Jeannie based on your goals.

All calls are Central Time Zone

Attention ALL NEW Consultants—Your Next Best Step:

YOUR Welcome Video Message– www.helmsangels.com, New Consultants.

Inventory Education Video or 641-715-3900 access code 210014#. **Watch or listen to this recording, then talk to your Director within 48 hrs of becoming a Consultant and receive your first "completion gift."**

New Consultant Education. Accomplish this one of three ways. 1)"live" rotating 5 wk. series: **Mon. at 8pm, 712-432-1620, access code: 437157#.** Playback for these recordings 712-432-1282, same access code. These calls are approx. 1 hr. in length. Or you can listen or watch from our Unit Website, www.helmsangels.com, click New Consultants and scroll down. These segments are approx. 15 minutes.

- Exclusively designed for New Consultants! We have broken down your educ. into manageable parts.
- Get a special prize when you turn in your Prize vouchers to me that you have finished all 5 NCEC segments!
- There is a list of resources available to you for each of the 5 calls and you will want to print the material that will be covered **prior** to the calls at www.helmsangels.com under the "new consultants" link.

Unit Interviewing Format:

In addition to the "live" **Career Chats** offered on Mon. at 9pm. and Wed. at noon (CT), I also offer a **24/7 Mary Kay Marketing and Business Opportunity Recorded Call** that works great for someone who can't do an interview any other way within 48 hours.:**641-715-3900 access code: 585184#**

- Your interviews call in and listen to this recording - get the PRIZE password at the end of the call and follow the instructions from there. The prize password is "Dare to Dream."
- **Email me** as much info. about her as possible using the Guest/Inter. Form under Resources on our website. !
- You will want to do a quick 15 min follow up chat with her to finalize the interviewing process usually done within 24 hours of her listening to the call

6 Questions to cover in follow up chat:

1. What did you enjoy most about the call? Did you learn anything that impressed you or that you didn't already know?
2. What do you feel is the best quality our Beauty Consultants can have in building a profitable business?
3. In your opinion what is one of the best incentives a company like Mary Kay Cosmetics can offer to attract Top Quality Sharp Women interested in starting their own businesses?
4. If you were going to do something like this, what would be the reason?
5. What additional information do you need to know to make an educated decision on giving this business a try?
6. On a scale of 1 - 4 how would you rate your interest level at this time in having your own MK Business? (1 = loves being great customer, 4 = I'm ready to give this a try today - where do I sign)

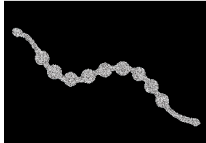
2011-12 Year-End Categories and Prizes



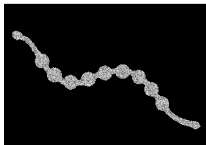
Bar Pin- A beautiful Pavé Crystal Bar Pin will be awarded to each consultant who achieves a level of Retail Sales at least \$500.00 higher than any previous year.



Ms. Go Give- This award (nominated by consultants and director) reflects a consultant who has the highest professional standard of integrity, honesty and responsibility and is perhaps the greatest honor the consultant can earn. She will receive the Loving Heart Brooch.



Rookie of the Year- The consultant in her first year that has demonstrated the greatest strength in wholesale, team building, attitude, professionalism and team spirit will receive the Endless Possibilities Bracelet.



Most Improved- The seasoned consultant who has displayed the greatest improvement in all areas of her business (wholesale, team building, attitude, professionalism and team spirit) will receive the Endless Possibilities Bracelet.



Business Woman of the Year- The consultant who is eligible for both the Unit Courts of Sales, & Team Building, was a four quarter star, demonstrated a great attitude, professionalism, and team spirit will receive the Party-Perfect Necklace and Earrings.



Court of Sales- Top consultants achieving at least \$3000 retail via company reports with the Queen reaching at least \$12,000 retail via company reports will receive a special rosette. In addition, the queen will receive Beautiful Connections Necklace and Earrings. First and second runner up will receive the Queen-Worthy Coin Purse.



Court of Sharing- Top Consultants recruiting at least two qualified team members during the seminar year with the Queen recruiting at least six qualified team members will receive a special rosette. In addition, the queen will receive the Bee Determined Necklace and Earrings. First and second runner up will receive the Winning Heart Key Crowning Achievement Pen.



Four Quarter Star- All consultants who were four quarter stars will receive a beautiful sash.



Consistency Club - All consultants who place at least a \$200 wholesale order or more each month of the seminar year will be honored for their commitment and consistency at Seminar with a beautiful Rosette and head table seating.