



21 Day Unit Facebook Challenge

Name _____

Post, comment, or LIKE a post for 21 days straight and earn a special Mary Kay prize!

Please select the option in your settings that allows you to receive an email when there are new posts!

www.facebook.com/helmsangels

My Power Start Dates
from _____ to _____.



Be a "Techno-Babe"

Name _____

1. Complete the "My Next Best Step Checklist". (refer to the new consultant pkt to complete all steps)
2. Let your director know your email address. Remember to setup your MARYKAY.COM email address. My Email address is: _____
3. Check out the Beaute-vite and creating the hostesses very own party webpage. Go to www.marykayintouch.com and click on education tab then on hostess program.

Complete all 3 and earn your special Prize!!!

My Power Start Dates
from _____ to _____.



Money Bag

Name _____

1. Created my Contact List with 75+ names.
(Attach a copy to this coupon.)
2. Set the Date for my Business Debut. Date/Time: _____
3. Placed my Initial Inventory Order: \$ _____ Wholesale

Complete all 3 to win!

My Power Start Dates
from _____ to _____.



Checkbook Cover

Name _____

Open your Mary Kay Checking Account and earn your Mary Kay **Checkbook Cover!!** To receive your checkbook cover attach a voided deposit slip or check to this coupon.

My Power Start Dates
from _____ to _____.



Business Card Case

Name _____

- _____ 1. On Paper. Make a sale by showing someone a brochure.
Customer's Name: _____ Date: _____
- _____ 2. On Face. Do your first facial.
Customer's Name: _____ Date: _____
- _____ 3. On The Go. Pack up some samples and brochures and make your first "On-the-Go" appointment while just out living your life!
- _____ 4. On Line. Direct someone to your personal web site to shop.
- _____ 5. On With the Party. Hold your first Mary Kay Party.

Hostess Name: _____ Date: _____

Complete 4 out of 5 to win!

My Power Start Dates
from _____ to _____.



Specific design may vary.

Bling Ring

Name _____

Have 15 Guests over the age of 18 **PRESENT** at your business debut and earn your beautiful 'conversation starting' bling ring!

My ring size is _____

My Power Start Dates
from _____ to _____.



Power Start Plus

Power Start Plus Pin

Name _____

Win your **Power Start Plus Pin** when you do 30 faces in 30 days (from the point you hold your first appointment), 6 practice Interviews and place your Qualified order of \$600 or more.

_____ I completed my Power Start Plus.

_____ My Qualified Order of \$ _____ was placed on _____.

My Power Start Dates
from _____ to _____.



I'm Ready to Graduate!

Name _____

(These sessions are offered at the Weekly Success Meetings as well through New Consultant Coaching Calls.)

I have completed all sessions of New Consultant Education via conference call and/or video.

- Session 1 **Getting Started...image, goal setting and booking** _____
- Session 2 **Coaching/Closing/Individual Consultations** _____
- Session 3 **Team Building and Sharing the Dream** _____
- Session 4 **Making the Connection/Personality Profile** _____
- Session 5 **Time Management/Office Systems** _____
- Observation of Skin Care Class w/ Personal Guest(s)** _____

My Power Start Dates
from _____ to _____.



I've created my MK Goal Poster!!!

Name _____

1. First, stop and watch the New Consultant Education Video Session 1.
2. Next, make your goal poster. You can start with a piece of paper or poster board.
3. Glue or tape pictures of your goals on your poster, as well as pictures of the people you want to benefit from achieving these goals.
4. Have fun and be creative, but remember to limit yourself to one hour for creating this poster.

____ I have created my own goal poster. Some goals I'm excited about are...list on back of this coupon for a special gift.

My Power Start Dates
from _____ to _____.



I've tried all the products in the Starter Kit!!

Name _____

You'll want to do everything you can to develop your product knowledge. The more you know about the products, the more information you will have to share with customers about the benefits of Mary Kay products.

For a Section 2 Bonus Prize...

____ I have tried all of the products in the Starter Kit.

____ I have tried at least 2 different Color Looks.

My Power Start Dates
from _____ to _____.



I've created my list of 10 Sharp Women!!!

Name _____

Team building is a natural process in your Mary Kay business. Your team will grow from sharing the products with others. As you continue to hold classes and sell products, your hostesses and guests will see how excited you are about your new business.

____ I have created my list of "The 10 Sharpest Women I Know". Attach a copy of that list to this coupon for a free Recruiting Packet.

My Power Start Dates
from _____ to _____.





WEEKLY SUCCESS MEETINGS

Loyal Royalty Card

Name _____

Attend 12 out of 13 consecutive Weekly Success Meetings and WIN a Loyal Royalty Prize!

Director must date and initial each box with meeting date attended.



Pearls of Sharing Earrings

Name _____

Win your **Pearls of Sharing Earrings** when you complete 5 practice interviews. Interview Guide turned in.

	Interviews	Dates
1.	_____	_____
2.	_____	_____
3.	_____	_____
4.	_____	_____
5.	_____	_____

My Power Start Dates from _____ to _____.



Pearls of Sharing Bracelet

Name _____

Win your **Pearls of Sharing Bracelet** when you bring 5 Guests over the age of 18 with you to your Weekly Success Meetings.

	Guests Names	Dates Attended
1.	_____	_____
2.	_____	_____
3.	_____	_____
4.	_____	_____
5.	_____	_____

My Power Start Dates from _____ to _____.



Pearls of Sharing Necklace

Name _____

Win your **Pearls of Sharing Necklace** when you add your first Qualified Team Member.

(A qualified Team Member is one who's initial Section 1 order of \$600 wholesale or more is received by the company in her agreement month or one month following her agreement month.)

_____ I recruited my first Qualified Team Member. Her name is: _____.

_____ She placed her initial wholesale order of \$_____ on _____.

Remember to also redeem your voucher for your Senior Consultant Enhancer!!!

My Power Start Dates from _____ to _____.



7 Day Satin Hands Challenge

Suggested script: (Have the Satin Hands Set or samplers in your hand as you're talking and sound excited!) "I've just started my own business with Mary Kay and as a part of my training, I must get the Opinion of Satin Hands from 12 women this week. If I treated you to a Satin Hands treatment, would you give me your opinion?"

OPINION POLL: 1 - Buy now, 2 Want discount, 3 Not interested

Note- When they select 2. (they want to get a set at a discount) Tell her you have been challenged by your Director to practice on 30 faces in the next 30 days (**POWER START**). If she would be willing to let you borrow her face and share the appointment with a few of her friends, you would be in a position to offer her a discount on her Satin Hands Set. Example: For each friend she has join her she will get an 10% off the Satin Hands Set. Example- 1friend = 10% off, 2 = 20% off, 3= 30% off, 4 = 40% off and 5 = 50% off. (I wouldn't give more than 50% off.)

Client Name	Ph #	Response
1. _____	_____	1 2 3
2. _____	_____	1 2 3
3. _____	_____	1 2 3
4. _____	_____	1 2 3
5. _____	_____	1 2 3
6. _____	_____	1 2 3
7. _____	_____	1 2 3
8. _____	_____	1 2 3
9. _____	_____	1 2 3
10. _____	_____	1 2 3
11. _____	_____	1 2 3
12. _____	_____	1 2 3



Flip Chart Rehearsing

Practice your flip chart by rehearsing in front of a mirror. (You might review your skin care class DVD again.)

Keep in mind that you will, over the next few weeks, 'rework the words' on your flipchart, personalizing it and making it your own. You want your presentation to be professional however at the same time fun and a reflection of your personality. If you 'fly by the seat of your pants' and do not follow the flipchart you may still have a successful class, however you just convinced the girl at the table who does not have your personality that she cannot do this. By using a flipchart (even one you have rewritten) your skill then becomes transferrable to your future recruits.

_____ I have rehearsed and am ready! Please send me my Director's prize.



Profit Level Pin!!

Name _____

Win your **Profit Pin** when you either begin with a "full store" of products (\$3600 wholesale/\$7200 retail) or build to that level! This is considered enough product to comfortably service 35-40 customers. Wear your Profit Pin on the cuff of your jacket so all who shake your hand will recognize your accomplishment!

_____ I am at Profit Level. I have \$3600 wholesale section 1 product on shelf. (Attach a completed order form/inventory if not initial order.)



I'm a Senior Consultant!!!

Name _____

Earn your **Senior Consultant Enhancer** when your first new Team Member places her initial Active wholesale inventory order! This will make you a new Senior Consultant!

_____ I added my first team member.
Her name is: _____.

_____ She placed her initial wholesale order of \$ _____ on _____.



LearnMK,
Achieve,
Succeed™

I'm an On-Target Star Team Builder!!! With 2 Active Team Members

Name _____

Earn your **Red Jacket Poster and Red Jacket Order Form** when you add your second active Team Member who places her initial Active inventory order! This will make you a new Senior Recruiter!

_____ I added my second active team member.
Her name is: _____.

_____ She placed her initial wholesale order of
\$ _____ on _____.



I'm a Team Leader!!!

Name _____

Earn your **Team Leader Enhancer!** when you add your fifth active Team Member and she places her initial Active inventory order! This will make you a new Team Leader and eligible to enter qualifications for your first Mary Kay Career Car!

_____ I added my fifth active team member.
Her name is: _____.

_____ She placed her initial wholesale order of
\$ _____ on _____.



I'm a Star Team Builder!!!

Name _____

Earn your **Star Team Builder Enhancer** when you add your third active Team Member and she places her initial Active inventory order! This will make you a new Star Team Builder and eligible to wear the Mary Kay Crested Red Jacket!

_____ I added my third active team member.
Her name is: _____.

_____ She placed her initial wholesale order of
\$ _____ on _____.



Additionally, you will receive a Red Jacket Debut Ceremony at your Weekly Success Event.



I'm a Future Sales Director!!!

Name _____

Earn your **Future Sales Director Enhancer!** When you add your eighth active Team Member and she places her initial Active inventory order, you become a new Future Sales Director!

_____ I added my eighth active team member.
Her name is: _____.

_____ She placed her initial wholesale order of
\$ _____ on _____.



Additionally, you will receive your Future Sales Director Scarf and Director Suit Order Form with your 10th Active team member and submission for Director-in-Qualification.