

## New Consultant Checklist

Name: \_\_\_\_\_ Consultant #: \_\_\_\_\_ Start Date: \_\_\_\_\_

Director: \_\_\_\_\_ Great Start Deadline: \_\_\_\_\_ Phone: \_\_\_\_\_

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- Received showcase

### Training

- Make folder for New Consultant
- Send out New Consultant text w/following up instructions
- Visit Tinahulsman.com and print New Consultant paperwork
  - Bath sheet
    - Send to director daily
  - Faces sheet
  - Bubble Sheet
- Review options for a dedicated checking account with debit card
- Sign into Mary Kay InTouch
  - Set up ProPay ([www.propay.com](http://www.propay.com))
  - Set up personal website (MyShop) (*Don't set up MyShop until Inventory decision is made!*)
  - Visit MK Connections and order business cards
  - Download Voxer and talk about additional apps (FB/Hulsman Hearts on Fire, etc.)
  - Inventory Talk
- Have business consultation call with director or National
  - Schedule first party with your director or National
  - Practice booking using scripts
  - Contact 15 people for booking, including first party
  - Make a list of 25 people to practice facial
    - Do not guess at whether or not they will participate, if they have skin they need to take care of it. Everyone with skin goes on this list.
  - Hostess coaching / follow-up
- Set up flipchart / binder
- Print off Menu, Fabulous Sheet, and perfect appointment checklist
- Start working on MK Modules – Earn your Hulsman Area pin!

### Get to Work

- Perfect Start = 15 faces in 15 days
- Power Start = 30 faces in 30 days
  - Be smart about time management – double book!
- Pick 5 people to share the Mary Kay Opportunity with and schedule calls with your director or National

## Let's talk about the party

- Review flipchart / binder
- The perfect appointment checklist
- Fabulous sheet / referral game
  - Why this is so important
- Table close
- Individual close
- Share the Stream
- Additional supplies suggested
  - Good quality cotton makeup rounds
  - Merchandise bags for customers
  - Blank Thank you cards
  - Enough pens for everyone at the party
- Call your director or national with your results
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## Let's talk about the company

- Career Path
  - Senior Consultant
  - Star Team Builder
  - Team Leader (mention 13% Check – details below)
  - Elite Team Leader
  - DIQ
  - Director
- STAR Consultant
  - Why be a star
  - Important dates to remember
- Preferred Customer Program
  - Important dates to remember
  - Why do PCP
- Why meeting attendance is important
- Company events overview
  - January Jumpstart
  - Career Conference
  - Seminar
  - Retreat
  - Leadership
- MK Confident – Get Your Badges (skincare, legacy, etc.)
- Status
  - A1, A2, etc

- Other contests
  - \$600 by 15<sup>th</sup>
  - \$1200 by end of month
- 13% Check
- Car Program review
  - How to earn the car

# Goal Worksheet

What do you hope to gain from your Mary Kay business? \_\_\_\_\_

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What would you like to earn in your Mary Kay business?

\$ \_\_\_\_\_/weekly

What will you do with the money you earn from your Mary Kay business?

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What are you most excited about in your Mary Kay business?

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