

## New Consultant Debut Agenda

Welcome & Thanks for coming

As a special thank you, we'll be doing several drawings this afternoon

Introduce self and why I'm excited about new consultant starting

Ask guests to introduce themselves and why they think new consultant will be great at Mary Kay.

Present Rose Pin to New Consultant

Meaning of the rose in MK

Explain what makes MK different

Personalized service

Best selling brand

Try before you buy

100% satisfaction guarantee

Home delivery

Gift-giving Service

Explain the MK product line

Skin Care for everyone

TimeWise

Classic Basic

Velocity

Men's

Skin Supplements to help with special needs

Dry skin

Blemishes and Oily skin

Fine lines and wrinkles

Eye products to sooth and refresh

Nail Care Line

Fragrance Line

Sun Care

Body Care Line

\*\*\* Do Satin Hands \*\*\*

\*\* Have them complete the customer profile – front \*\*

Explain Satin Hands Treatment

Drawing for anyone who makes a purchase today!

Share New Consultant's Goal: Do 30 faces in 30 days

Under no obligation to purchase anything

Drawing for anyone who books a class today!

\*\* Have them complete the customer profile – back \*\*

Do drawings for:

- 1) Door prize
- 2) Listing 3 names and numbers on the back.

Thank them for coming –

Time to book your class and purchase product

Do drawings for:

- 1) Making a purchase
- 2) Booking a class