

Grace Lemke



Unit Information

Unit Name: Leading Ladies
Area: Jeanie Martin "IT" National Area
Seminar: Pearl Division

5 Time Unit of Achievement
7-time Double-Star Achiever
2 Time Cadillac Unit
2 First-Line Offspring Sales Directors



DIRECTOR INFORMATION:

Grace Lemke, Independent Senior Sales Director
Started MK Career in April 2002
Debuted as Sales Director December 2003
2005 Miller Area Rookie of the Year Sales Director
Honor Society Sales Director

Office Line— (515)987-3327

Cell Line— (309)714-0370

Unit Website— www.jeaniemartin.com

Click on Grace Lemke photo

Email— glemke03@gmail.com

Important Dates/ Numbers:

- ◇ State of the Future Area Conference Calls ~ Wednesdays at 9 PM
- ◇ Marketing Calls Wednesdays @ 8 PM & Thursdays @ 7:00 PM
- ◇ All Conference & Marketing Calls use: (605)475-4000 ~ Access Code: 1059416#

Dearest New Consultant,

Congratulations!!! You've started your own business and thus, have taken the first step in your very own Mary Kay Journey! I'm thrilled to be working with you, and know that together, we can make this opportunity exactly what you want and need.

A little about me and my family. I joined Mary Kay 12 years ago while working full time as a dental hygienist. Two parties a week, every week, allowed me to earn a car, replace my income, & become a sales director 18 months after joining the company. The past 10 years have been my best, personally & professionally.

In addition to a successful business, I've grown my family! I've been married for 12 years to Mark, an engineer at John Deere. While he was skeptical of my business at first, he is a Mary Kay Man now, and has been supportive of my goals, and unit we have created. We have a bright, creative daughter, Julia, who is 10. Her brother, Sam, is sweet & funny at 8 years old. And John Marshall, who is 6 years old is charismatic, strong-willed, and he believes he is Captain America.

I've been able to build a business empire around the having and raising our children. Our kids have watched us both Mark and me work hard, and have been recipients of the fruits of our efforts. As a family we have picked up 6 free cars, 2 being pink Cadillacs. This is our family business, and it has allowed vacations, has provided a lovely home for us, and has financed extracurricular activities for Julia and John, as well as much needed treatment for Sam, who has Autism. Our children are learning daily through our family business the important of work ethic, discipline, relationships, and gratitude.

While I am very proud of our unit's many high achievements, my greatest accolade is the confidence I see in the women I lead, the change I see in their lives, and the opportunities I experience with them and their families. Currently, two women have elevated themselves to the position of Sales Director; Angelique Saddoris and Brandy Dawson.

2014 will be our 5th record-breaking year, and the goal we are committed to by June 30th is three pronged:

- ◇ Offspring 8.5 new 1st-line Sales Directors
- ◇ Be a Top 3 Unit at Pearl Seminar 2014
- ◇ Achieve more then 400 unit It-Factor Wins



I realize that most if not all of those goals sound foreign to you, but please understand that you will be part of these major victories this year! Most of all, just know how excited I am to be working with you!

GræL erke



Packing List For the New MK Consultant ...

As You Begin Your Journey!

Complete These Steps IMMEDIATELY Upon Completing Your Paperwork!

1. Create your contact list! This is a list of 75+ people with skin! Think Christmas Card List, who you would invite to a wedding or graduation party, neighbors, church friends, and co-workers!
2. Read through this packet from front to back, paying especial attention to the back page so you're aware of prizes you can earn starting immediately!!
3. Complete the Business Plan Page that follows this page. It will help you assess your goals, long and short term. Then, listen to the Business Options Hotline. (641)715-3800 Access Code: 58230# ...then press 1. Once you have done these two things you'll want to immediately call your director for your business planning session.
4. Go to the unit website and look for the MK University Google Doc. Use it to register for the next MK University; this is our new consultant training.
5. Email your director the names of the TEN women you most admire. Think of women who are hard working, classy, confident, and fun! These women will help you with a segment of your consultant training called Pearls of Sharing. In the email include her name, how you know her, her age & profession, and what you admire about her.
6. Download the Voxer App on your phone, if possible, so you can communicate quickly and easily with your sales director. She will also be able to send you powerful training messages from other Top Directors!
7. Using the datebook provided in your starter kit, or one that you already have and use, color code your schedule. Blue = family time, date night, church commitments & kid activities. Purple = Personal time for reading, lunch with a friend, and personal appointments. Yellow = Mary Kay Meeting &/or Events. Orange = 3 times a week for 1 hour each ...this will be your time to schedule appointments. Pink = 2 to 3 hour chunks of time where you'll hold a Mary Kay facial, double facial or skin care class.
8. Watch the video about BOOKING on our website at jeaniemartin.com under the Grace Lemke icon. It will equip you to schedule your 30 faces. Remember, this can be done one face at a time, or in groups of 3 to 6 at a time. Use the script found at this same part of the site to help you with words, as you schedule these appointments.
9. Vox your director to let her know you have your appointments booked!! Be sure to tell her the dates for your 30 faces, as well as, the name of the person hosting!
10. Attend your first Success Event, your director will provide you with a calendar, so you can be pinned as a new consultant in our Rose Ceremony.

The Mary Kay Career Path

Executive National Sales Director

National Sales Director

Ind. Elite
Exec. Senior
Sales Director

Ind. Executive
Senior Sales
Director

Ind. Future
Exec. Senior
Sales Director

Ind. Senior
Sales Director

Ind.
Sales Director

DIQ
(Director in
Qualification)

Team Leader/
On Target Car

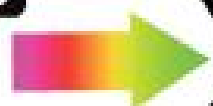
Red
Jacket

Senior
Consultant

Consultant



Your Mary Kay
Journey begins here!



MK Supply Stations

- October—Fall Retreat
- January—Slumber Party at Grace's House
- March—Career Conference
- July—Princess Ball
- July—Seminar

You Need to Listen to All The Facts Before Making Your Initial Inventory Decision



**Please Listen to the Business Options Hot-
line before placing your initial order.**

(641)715-3800


Access Code: 58230# ... then press 1

**Placing your order without ALL the facts could result in
the loss of up to \$700 in free product.**

**If Grace has not personally contacted you and you are
ready to order please contact her at (309)714-0370 or
email her at glemke03@gmail.com.**



Ready Set Sell BONUS for New Consultants!

WHOLESALE ORDER	DEPARTMENTS & RETAIL VALUE	COLOR 101 GIFT	READY SET SELL BONUS BUNDLES	BizBUILDER BUCKS CREDIT (credit redeemed on next order)	TOTAL FREE PRODUCT & CREDIT	TOTAL RETAIL ORDER	TOTAL INVESTMENT
 Emerald \$4200	FULL store \$8400	<small>(Must be placed w/in 1st 15 days)</small> \$115	6 \$620 Retail Value	\$125	\$860	\$9135	\$5000 <small>(figures include avg. interest/taxes/shipping)</small>
 Emerald \$3600	6 Departments \$7200	\$115	6 \$620 Retail Value	\$125	\$860	\$7935	\$4400
 Diamond \$3000	5 Departments \$6000	\$115	5 \$525 Retail Value	\$100	\$740	\$6640	\$3600
 Ruby \$2400	4 Departments \$4800	\$115	4 \$430 Retail Value	\$80	\$625	\$5345	\$3000
 Sapphire \$1800	3 Departments \$3600	\$115	3 \$335 Retail Value	\$50	\$500	\$4050	\$2300
\$1200	\$2400	\$115	2 \$210 Retail Value	\$35	\$360	\$2725	\$1600
\$600	\$1200	\$115	1 \$115 Retail Value	\$15	\$245	\$1430	\$800

Color 101



Product Bundles



TimeWise® Skin Care Bundle



TimeWise Repair™ Volu-Firm™ Foaming Cleanser & Night Treatment Bundle



TimeWise Repair™ Volu-Firm™ Day Cream & Eye Renewal Cream Bundle



Mary Kay® Color Bundle



Mary Kay® Favorites Bundle



Botanicals Cleanse & Hydrate Skin Care Bundle



Botanicals Freshen & Mask Skin Care Bundle

Inventory Planning

LEVEL of INVENTORY	Number of DEPARTMENTS	Skin Care & Color Lines			Specialty Line Products			
		SKIN CARE	SUPPLEMENTS	COLOR	FRAGRANCE	BODY CARE	MEN'S	LIMITED EDITION
Emerald \$4200	FULL Store	FULL Department	FULL Department	FULL Department				
Emerald \$3600	6	FULL Department	FULL Department	FULL Department				
Diamond \$3000	5	FULL Department	FULL Department	FULL Department				
Ruby \$2400	4	FULL Department	FULL Department	Most Popular Colors				
Sapphire \$1800	3	FULL Department	FULL Department	Limited Colors				

Benefits of an Inventory

CD 2.12

On the spot delivery provides customers with instant buying gratification.

Product availability provides a higher level of customer service and promotes a greater depth of customer loyalty.

A full stock of inventory provides a consultant with an ideal selling environment and an immediate paycheck.

Inventory on your shelf supports effective time management.

Explanation of Each Store Level

Emerald \$4200	FULL Store \$8400	A Full Store provides you with multiples of all skin care & color giving you the opportunity to do multiple appointments without reordering each time. You will be able to complete the skin care & supplement lines that did not come with the basic set in your starter kit. Both formulas of foundation to demo & multiples of each color in stock to sell. All shades of full size mineral eye shadows & blushes – lip glosses – brush sets – compacts - fragrances to demo & sell help you look more professional & save money in the long run on samples & sell more when customers see full size product available that day.
Emerald \$3600	6 Departments \$7200	Choosing an Emerald store will provide you with the same variety of product as a full store but without the ability to have all of the full size product to demonstrate & sell at multiple appointments without restocking after every party.
Diamond \$3000	5 Departments \$6000	The Diamond store will provide you with all of the skin care & popular supplements – mineral colors – foundation shades. But you won't have every single full size product available to demo at your appointments & will most likely need to restock after each party.
Ruby \$2400	4 Departments \$4800	The Ruby level will give you all of the skin care you need & at least one of each foundation shade & two of the most popular ones. You will most likely have to restock right away after each party. The mineral color selection will be limited to the most popular shades.
Sapphire \$1800	3 Departments \$3600	The Sapphire level includes all of the skin care but only one of each foundation shade. You will be restocking after every appointment & most likely not having the ability to fill each order at a party if more than one woman needs the same shade. It will include one of each mineral color shade but only the popular liners & lip products.
\$1200	\$2400	This level only provides you with a sampling of the most popular skin care & foundation shades to demo. It allows a very limited supply of the most popular skin care to sell.
\$600	\$1200	The 600 level will give you personally some of your favorite products to use & finish filling your kit with the main products that you would like to demo at a party but doesn't provide any product on hand to sell which will most likely result in women not purchasing as much product as they would if you had it with you at their appointment.

Benefits of an Inventory

On the spot delivery provides customers with instant buying gratification.

Product availability provides a higher level of customer service and promotes a greater depth of customer loyalty.

A full stock of inventory provides a consultant with an ideal selling environment and an immediate paycheck.

Inventory on your shelf supports effective time management.



Money for Your Mary Kay

If you're like I was when I started my Mary Kay business, you might not have money sitting around to use to place an initial product order. Most businesses aren't started using personal money, and the same holds true in Mary Kay. Here are a few options that most consultants use to finance their initial inventory investment.

U.S. Bank

This bank works with many new MK consultants. Depending on your credit, they offer a 0% interest credit card for 6-12 months that is an excellent. You can apply online.

Go to www.usbank.com.

Click on "Credit & Prepaid Cards" at the top of the home page, then "Credit Cards."

Scroll down to the box that says, "Take Me to:" and click on the down arrow.

Scroll all the way down to the "1-2-3 Rewards Visa" and click go.

Then click "Apply Now" to apply. The picture of the card has Kroger on it.

After you've gotten approval, you can request that the card be rushed to you by calling Jennifer Maddox at 502-964-1873.

Citicards—www.citicards.com

You may need a cosigner to get approved. They offer a wide variety of cards with different benefits and incentives. Some are easier to get than others, depending on your credit score and history.

Mary Kay Visa Credit Card

Go to www.marykayintouch.com. Click on MK Connections, then VISA MK Credit Card Offer, and then apply. There are 2 card options: Rewards (on the left side) and No rewards (on the right side) – you'll want to apply for the **No Rewards** card because it has the instant approval. The other card takes several weeks to arrive. Remember, that you can always upgrade to the Rewards card later. Also, the Rewards card has a higher interest rate after the introductory 6 month period.

When you apply, make sure everything is perfect before you hit the submit button. Do not hit stop, back or refresh button while they are processing your application. Once you are approved WRITE down the credit card number and expiration date and THEN print the screen shot. If you lose the number for any reason, federal law prohibits that CHASE give you the number over the phone and your card will not arrive for approximately 2 weeks. You will receive a temporary limit (usually \$1,000) so call immediately (866) 422-6566 to find out what your final approval limit is. You will also want to activate your CC at this time before you place your order.

If your spouse has a higher credit score let him apply and order a 2nd card in your name. Also make sure your GROSS household monthly income is your "before tax" income for the both of you & you may include anyone's income that lives in your home. If you or your spouses' credit score is lower than 600 I would not recommend that you apply. The underwriting guidelines are rather strict.

Why I recommend these cards:

- a. All have instant approval so you can order your product and start your business immediately.
- b. Keep track of all of your expenses together: website, business cards, and business supplies.
- c. After the introductory period of 6 months, a good standing customer can call and request an additional 6 months at 0%.



Business Power Plan

A 6 step process to making the BEST decision for your business!

Regardless of the reasoning behind your decision to become a Mary Kay Consultant, you'll want to take a very **logical, rational approach** in making your inventory decision as your time management, immediate profit, and cash flow depends on it!! Now follow the next 6 steps to make **your** best business decision!!

1. Who Do You Know? Make a list of 75+ women who have skin and know your name and face... family, friends, co-workers, etc...

2. It's Your Time. Invest It Wisely. Here's a breakdown of the average profit you can earn monthly based on the effort you put into your business.

_____ \$1,200 to \$3,000/month; 3-4 parties per week; 48-80 faces per month; 12-15 hours per week = 8 points

_____ \$800 to \$1,800/month; 2-3 parties per week; 32-45 faces per month; 10-12 hours per week = 6 points

_____ \$400 to \$600/month; 1 party per week; 16-20 faces per month; 5-7 hours per week = 4 points

_____ \$160 to \$320/month; online orders; 6-12 faces per month; 1-2 hours per week = 2 point

3. Training Events

_____ I am committed to attending success meetings each week = 3 points

_____ I plan to attend success meetings twice a month = 2 points

_____ I plan to attend success meetings when they fit into my schedule = 1 point

4. Set Your Goals (check all that apply)

_____ I would like to build a solid base of customers = 2 points

_____ I would like to earn the use of a Mary Kay Career Car = 2 points

_____ I would like to become an Independent Sales Director = 2 points

_____ I would like to replace my full-time income = 2 points

_____ I would like to have a little extra spending cash = 1 point

5. How Much Inventory Do I Need (calculate your points to find the suggested inventory for you)

13+ points \$4,800 - Pearl STAR (48 faces/month)

13 points \$3,600 - Emerald STAR (36 faces/month)

12 points \$3,000 - Diamond STAR (30 faces/month)

11 points \$2,400 - Ruby STAR (24 faces/month)

8 to 10 points \$1,800 - Sapphire STAR (18 faces/month)

\$1800 is the MINIMUM level that is considered HAVING INVENTORY ON HAND

You are likely to have most of what each woman orders on hand to give to her on the spot *to run an efficient, profitable business.* The EYE BUYS what the EYE SEES—if each woman knows she can walk out of the party with product in her hand, YOU WILL SELL MORE! Marketing studies show that sales are 57% higher when you can deliver products on the spot!

***\$1800 is the MINIMUM level to be a STAR Consultant! STARS receive...**

1. Tons of recognition
2. STAR Consultant Prize
3. More frequent entries in the search option on www.marykay.com
4. The option to have their director do her business debut. She wants to support you in selling the product you have on hand.

5 to 7 points \$1,200 - Hobby Level (12 faces/month)

2 to 4 points \$600 - Hobby Level (6 faces/month)

6. Make A Decision!

There are MANY WAYS to invest, but here are my favorite options you can use to make your investment!

1. Get a small personal loan— Credit Unions & small banks usually have the lowest rates
2. Apply for a credit card with 0% interest— see the enclosed Money for MK sheet for options
3. Borrow from a friend/family member who is willing to invest in supporting YOU and your new business
4. Use a credit card you currently have that has low interest or borrow from a savings or retirement account
5. There are many more options we can discuss!

Track Your First Rewards

Perfect Start = 15 Faces in 2 weeks



1. _____ 2. _____ 3. _____ 4. _____ 5. _____ 6. _____ 7. _____ 8. _____



9. _____ 10. _____ 11. _____ 12. _____ 13. _____ 14. _____ 15. _____

Power Start = 30 Faces in 1 month



16. _____ 17. _____ 18. _____ 19. _____ 20. _____ 21. _____ 22. _____ 23. _____



24. _____ 25. _____ 26. _____ 27. _____ 28. _____ 29. _____ 30. _____

Pearls of Sharing

Earrings = 3 sharing appointments in first two weeks

1. _____ 2. _____ 3. _____

Bracelet = 6 sharing appointments in your first month

4. _____ 5. _____ 6. _____

Ring = 9 sharing appointments in your first month

7. _____ 8. _____ 9. _____

Necklace = 10 sharing appointments or 1st New Active Team Member!

10. _____

Schedule Your 1st 30 Faces To Earn Fabulous New Earrings!



Complete 30 Faces in 30 Days To Earn An Awesome Wallet!



Complete Your Pearls of Sharing To Earn A Pearl Earrings, Bracelet & Necklace!



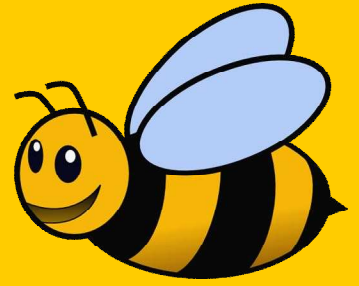
Simple, Easy, & Always Available!

Our website is linked with the site of our National Sales Director, Jeanie Martin. Go to jeaniemartin.com, and click on the GRACE LEMKE icon.

Under our section of the website you'll find:

- ◇ Regularly used forms & fliers
- ◇ Videos of my skin care class
- ◇ Training videos

Check Out Our Website!



The State of the Future Area Conference Call

WEDNESDAYS at 9PM

This call that includes recognition, question and answer, and training, as well as, guest speakers that offer new perspective and exciting ideas!

Join us each week at 9:00 pm for this call where we connect as a Future National Area!

Invite Friends, Family, & Clients to hear the Mary Kay Marketing Plan!

Call on Wednesdays at 8 PM,
or Thursdays at 7 PM.

A dynamic & skilled sales director shares the facts & figures of the Mary Kay Opportunity!

****Be sure to register your guest on the CSA doc & the Nail Polish tracking doc, both of which can be found on our website, so the directors are expecting your client & are able to send her a free nail polish for listening!**

Marketing Calls



(605)475-4000

Access Code: 1-59416#



COMMUNICATION TOOLS

Communication determines the healthiness of all relationships. I take my role as mentor and encourager very seriously, and work closely with the Consultants who are "in my face!" I want to be sure you're aware of all the great ways for us to stay in touch, so you can always get the training and support you need to head straight to the TOP!

FOUR PRIMARY COMMUNICATION TOOLS YOU WILL NEED TO HAVE IN PLACE FOR YOUR MARY KAY BUSINESS..



❑ VOXER

Voxer is a free app that is available on most smart phones. You can find and download it in your app store. Search for Voxer Walkie Talkie.

You can communicate with your sales director and your recruiter through this fabulous tool. It's sort of like a voice text so questions can be answered quickly and you can contact your director without having to have a live conversation.

We also pass on valuable training messages through Voxer.



❑ Email Address

You will need a working email address that is checked daily. This form of communication is used to send written training and informational messages including schedules and announcements you need to know. If you are NOT receiving emails from your director, please send her an email so you can be added to her list.



❑ Facebook

Be sure to "friend" your sales director if you haven't already. We also have a private unit group called **Grace Lemke Mary Kay** that you have to request permission to enter.

Don't miss out on lots of recognition, pictures & announcements via Facebook.



❑ Mary Kay Intouch Website

The Intouch website IS your connection to the company. You will use this site for training, retrieving necessary company information, and online ordering of Mary Kay products for retailing to your customers.

To log on:

❑ Area Website

All Unit related information is posted on this site. This site has been created and maintained for YOU!!! It is packed full of selling and recruiting ideas, Unit Schedule of Events, and special contest information.

Site URL:

Visit www.jeaniemartin.com . No password necessary.



While You're Waiting for Your Inventory to Arrive ...

While Waiting On Your First Product Order To Arrive, These Tasks Can Keep You Busy & Get You Ready:

- 1. Send a picture of yourself and a picture of your family to Grace via email glemke03@gmail.com. I want to be able to feature you in the newsletter!**
- 2. Check out the Mary Kay In Touch Website at www.marykayintouch.com.**
 - ◇ **Register for your Personal Website at 50% off!!**
 - ◇ **Take advantage of the FREE OFFER for the company to send 15 FREE CUSTOMER MAILINGS to the customers of your choosing**
 - ◇ **Order your Mary Kay Business Kit from MK Connections (business cards, product labels, etc)**
- 3. Like our Unit Facebook Page at Mary Kay Grace Lemke!**
- 4. Read a chapter of The Mary Kay Autobiography each day! It comes with your first order, and will give you the heart of this company!**
- 5. When your product arrives, label it, and stock it so it is organized and easy to MOVE!**
- 6. If you're not receiving emails from us please email me at glemke03@gmail.com so we can get you on our distribution lists ASAP!**

You're a Winner!

In the back of this binder you'll find a PRIZE CHECKLIST! As you complete the steps of this business process ...you can earn fun and exciting prizes!!!

To claim your prize go to our website www.jeaniemartin.com and click on the Grace Lemke icon. You'll scroll down to an icon that says "I Earned a Prize". Click on that icon and complete the form. Click submit, and it sends the form to my assistants who will arrange to send you the prize, or better yet, present it to you at our next Success Event, depending on what you prefer.

We do have a saying in our unit "NO VOUCHER. NO PRIZE" That means that we can't track so many people and their every effort. So if you don't track it, and turn in the voucher ...we won't be able to give you a prize.

Consultant Training

New Consultant Training is Offered Monthly

See the Monthly Calendar for Dates

10 AM to 4 PM

Studio MK, 2639 86th St. Urbandale, IA

Skirt or Dress Attire

Must RSVP On The Google Doc Called "Mk University" on our website at jeaniemartin.com.

Click on the Grace Lemke icon & scroll to the bottom.

Bring Notepad, Pen, and \$10 which Covers Lunch

The Google-doc Also has a Location that Helps Arrange Carpooling if Interested.

Dates for MK University 2013-2014:

Saturday, July 20th

Saturday, August 17th

Saturday, September 21st

Saturday, October 19th

Saturday, November 16th

Saturday, December 14th

Saturday, January 25th

Saturday, February 15th

Saturday, March 8th

Saturday, April 16th

Saturday, May 17th

Saturday, June 21st



Be Party-Prepared!

Prepare Your Flip Chart:

- ◇ **Go to the jeaniemartin.com—click on the Grace Lemke icon, and then the MK Experience Flip Chart.**
- ◇ **Print off the chart, and put the pages in the flip chart using sheet protectors to keep the pages neat and unbent.**
- ◇ **Personalize the pages that talk about your Mary Business. Include photos of your family, goals, dreams, etc.**

Prepare Your Money Bag:

- ◇ **Sales tickets**
- ◇ **Pens and a Calculator**
- ◇ **Cash & Coin to make change**
- ◇ **Business Cards**

What's in My Packets:

Hostess Packets - 10 Made at All Times

- Hostess Program Page in color print
- 3 Look Books
- 8 Sales Tickets with your sales tax written in
- 5 business cards
- Use page protector to hold it all

Team Building Packets—10 Made At All Times

- Use crisp clean folder to put materials in
- New Consultant Agreement
- Your Business Card
- Piece of Company Literature
- Team Building fliers found on our unit website

Facial Packets—30 Made At All Times

- Profile card
- Beauty Book
- Mascara Wand
- Sponge Tip Applicator
- Sponge wedge
- 2 cotton pads
- Disposable Washcloth
- Use ziplock quart size bags to put these materials in or 7x11 inch self-sealing cello bags from mygirlfriendshouse.com

Pack Your Event Bags:

- ◇ **Add 2 more mirror/trays**
- ◇ **Your packets (see below)**
- ◇ **Add product not included: firming eye cream, eye & foundation primer, cream eye color, cream cheek color, liquid foundation brushes, mineral foundation brushes, lip mask, lip balm, translucent powder, shade 3 highlighter pen, sandstone bronzer, a lip gloss or two in neutral colors.**
- ◇ **Add samplers: eyeliner samples, lipliner samples, color cards, extra mascara wands & eyeshadow applicators.**
- ◇ **Hair ties, head bands, & hair clips**



So what is a C.S.A.? And how do I do one?

C.S.A. stands for Career Sharing Appointment! We do these three different ways!

1. Initially, you will give Grace a list of names, along with their phone numbers, of people you most admire. She will call to set times/dates for conference calls with you, Grace, and your guests. The calls teach you basic formats for sharing career information & help you understand the company facts/figures.
2. After that if there is someone you would love to work with or have hear the company facts & figures, you can just have them call in to Weekly Marketing Call on Wednesday at 8 PM & Thursday at 7 PM. You'll find this number in the front of your binder.
3. Last but not least, bringing a guest to a meeting or to a Success Event or Guest Event counts as a C.S.A. because people most definitely experience our culture, as well as, hear company information at those events!

Did You Know?

- That when your guest does a CSA with you she receives a FREE gift from Grace & her staff?
- That when a guest attends a Guest Event she receives \$25 in FREE PRODUCT from Grace?

Be Sure To:

- Add your guest's name to the Customer Gift Doc which can be found on our unit website under the Grace Lemke Icon! We'll need her name, address, and phone number please.
- Check our calendar for the month to find out when and where the Guest Events are being held!



The Key to Every Successful Relationship is Communication!



Why:

- Emotions have to go somewhere! You cannot stuff frustration or disappointment, and those things will happen from time to time. HOWEVER, when you call your director, someone who cares about you, who has been there, and who will not give in to your fears, doubts, and excuses ...we can work through it together, and you can come out on the other side even better than before!!!

There's a cycle of Emotion in any New Endeavor:



1. PHASE 1 = EXCITEMENT! You've caught the vision of where you can go and what you can do for yourself and your family through the MK Opportunity! You don't know or understand just how it will work, you only know it will!



2. PHASE 2 = FRUSTRATION! Things are not going as fast as you'd like them to. Can you relate to this? Of course you can! We've all been there! We get impatient with ourselves and our customers. We tell ourselves that no one wants to book a party or buy MK product.



3. PHASE 3 = CRISIS POINT. Do you throw in the towel and shoot holes in your Starter Kit? Or do you get your head on straight and work through it? Do you tell yourself that unit meetings are the last place you're going since you have not done anything to crow about? Or, do you tell yourself that the meeting is where you **NEED** to be and go any way! As hard as it may be to push yourself there ...you'll be glad you went!



4. PHASE 4 = RECOMMITMENT! You've made it! You recovered from the situation and you're stronger for it!! You are excited again! Know this! Each time you slip into Frustration Phase again, your trip back to Phase 1 gets quicker because you know the way!!

What is a Google Doc?

A Google Doc Is a Public Document That Can Be Altered By Many People At The Same Time & Allows Us To Post Schedules & Important Information!

How:

- You'll find all the google docs listed on the unit website. Clicking on the icon for the doc should take you there.
- You can edit & change, and it will automatically be saved!

What:

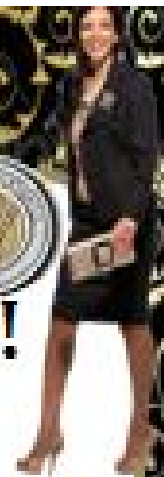
- There is a google doc for:
 - My schedule for CSAs, which includes marketing call sign-up
 - My availability for coaching calls
 - For when you Achieve Book 10 by the 5th &/ or It-Factor Challenges
 - Registering customers with their name & address when they have completed a CSA and have earned a gift.
 - Registering for MK University
 - Registering for It-Factor Event & Director Day

PLEASE UNDERSTAND: That if you do not use the google docs we can not track activity and prizes for 100's of people! WE WANT YOU TO GET YOUR PRIZES, WE WANT TO BE PREPARED FOR YOUR GUESTS, AND WE WANT TO BE ON TIME FOR CALLS AND CSAS so please use these google docs to help us stay on track!!



CAREER PATH

DEBUT AS A CLASS OF 2013 DIRECTOR!



SENIOR CONSULTANT

1. _____
2. _____



4% PERSONAL TEAM
COMMISSION

STAR TEAM BUILDER (RED JACKET)

3. _____
4. _____



4% PERSONAL TEAM
COMMISSION

TEAM LEADER

5. _____
6. _____
7. _____



9% OR 13% COMMISSION
TEAM BUILDING BONUSES
ELIGIBLE FOR ON TARGET
CAREER CAR

FUTURE DIRECTOR

8. _____
9. _____



ALL OF THE ABOVE
ELIGIBLE TO WEAR FUTURE
DIRECTOR SCARF

DIRECTOR IN QUALIFICATION (DIQ)

10. _____



Bubble Sheet

Contact Tracker



= contact attempted, but no contact made



= contact made, and no booking obtained



= contact made and booking obtained

1 sheet completed each week = Team Leader in 6 months

2 sheets completed each week = Team Leader in 3 months
and Free Car in 6 months

3 sheets completed each week = Team Leader in 2
months, free car in 4 months, and Director in 6 months.

(See explanation below)

* When texting, you must get a response to count it as an attempt

Explanation: Numbers are based upon contacts who are 21 or older (unless married), who are quality prospects. You should obtain at least 10 bookings per completed sheet.

Prize Checklist

Remember to go to our unit website & complete the "I Earned A Prize" form with each of these awesome wins!!

1. Create your contact list, complete your business power plan, listen to the hotline, and call your Sales Director in your first 48 hours to receive your MK Money Bag!



2. Place your Company Qualified (\$600+ wholesale order) within 36 hours of your Business Planning Session with your director to earn your awesome MK Sunglasses!



3. Send your director a list of 10 women you admire including names, phone numbers, and what you admire about her to earn your teal checkbook cover!



4. Download the Voxer Walkie Talkie App to your phone (if possible), and register for MK University on our google-doc to reserve your seat and earn your neon yellow business card holder!



5. Color code your datebook to create your new MK schedule, watch the video on our website about Booking, and then schedule your first 30 faces for the next 30 calendar days to earn fabulous earrings!!!



6. Attend 4 consecutive Success Meetings & MK University to earn your awesome MK Watch!!!



7. Hold your 1st 30 faces in 30 calendar days to earn a very awesome wallet from your sales director!



8. Complete your first 3 Career Sharing Appointments to earn your Pearl Earrings! Complete Your Second 3 Career Sharing Appointments to earn your Pearl Bracelet! Complete 3 more Career Sharing Appointments to earn your Pearl Ring! Complete 10 Career Sharing Appointments total OR sponsor your first new active team member to earn an amazing Pearl Necklace!!!

