

CHOOSE A PERFECT OR POWER START!

As a brand new Consultant, one of the most important things you can do is to learn the proper techniques of teaching Skin Care Classes. Practice makes perfect! Just as it would take you a week to ten days to learn the ropes at a "new job", it will take you 5-10 Classes (15-30 faces) to become a Master Consultant! These programs will allow you to have the **MAXIMUM** benefits based on the time and effort you put in! Perfect Start or **POWER START** will be the foundation of your business and it has become the Standard of **EXCELLENCE** for our Unit!

PERFECT START

14 Day Requirements:

- Hold 5 Skin Care Classes (Facial 1-2 People / Class 3-6+ People)
- OR Put The Product on a Total of 15 Faces

Suggested Inventory:

- \$1800-\$2400+ Wholesale Product

**With less inventory you will work a little harder & order more often.*

Potential Benefits

- \$500-\$1000+ Retail Sales
- Up To 10 Roll Up Bags Sold
- \$250-\$500+ Gross Profit
- 5-15 New Bookings
- 15-30 New Customers

Time Investment For Perfect Start

- Allow 3 hours per class for prep & class procedure.
- Total of 15 hours or [7.5 each of the 2 weeks]



Earn this gorgeous silver tone PS pin to wear on your lapel to symbolize your New Consultant SUCCESS!

POWER START

30 Day Requirements:

- Hold 10 Skin Care Classes (Facial 1-2 People / Class 3-6+ People)
- OR Put The Product on a Total of 30 Faces

Suggested Inventory:

- \$3,000-3,600+ Wholesale Product

**With less inventory you will work a little harder & order more often.*

Potential Benefits

- \$1,000-2,000+ Retail Sales
- Up To 20 Roll Up Bags Sold
- \$500-\$1,000+ Gross Profit
- 10-30 New Bookings
- 30-60 New Customers

Time Investment For Perfect Start

- Allow 3 hours per class for prep & class procedure.
- Total of 30 hours or [7.5 each of the 4 weeks]



Earn this gorgeous rhinestone & silver PS pin to wear on your lapel to symbolize your New Consultant SUCCESS!

PERFECT OR POWER START TRACKING SHEET!

Please Copy This Sheet & Turn Into Your Director For Recognition!

#	<u>Name of Client</u>	<u>Telephone #</u>	<u>Date of Appt.</u>	<u># of Bookings</u>	<u>Total Sales</u>
1.					
2.					
3.					
4.					
5.					
6.					
7.					
8.					
9.					
10.					
11.					
12.					
13.					
15.					
	PERFECT START WINNER				
16.					
17.					
18.					
19.					
20.					
21.					
22.					
23.					
24.					
25.					
26.					
27.					
28.					
29.					
30.					
	POWER STAR WINNER!				

BOOKING YOUR PERFECT OF POWER START!



Practice These Scripts!

The More You Practice Them And Own Them,
The More They WILL Sound Like You!!

*You *can* book these classes from your Grand Opening *Follow Up*!
In addition to that Follow Up, I would book MORE Classes from your original contact list! 8-10 will ensure that you hold 5 even when they are booked with family!

Booking Your Skin Care Classes:

“Hi _____ this is _____ calling! Listen, I am so excited I couldn’t wait to call you! Do you have a quick minute? Great! You are never going to believe this – I’ve just started my very own business with Mary Kay and part of my training is find **30 women who I admire and respect to give me their opinion of the product during the next 30 days!** _____ you were one of the FIRST people I thought of (give reason why)! **Do you think you could help me out?** Great! _____, would it be possible for you to find a couple of extra girlfriends to join you? It would really help me get closer to 30! Who do you know that would enjoy some pampering?”

Tentative Date BOOKING:

(If she say’s—let me check my calendar & call you back or let me check with my friends and call you back you say...)

“_____ I can appreciate the fact that you are busy—that’s why I want to pamper you along with getting your opinion of the product! Being my schedule is filling up why don’t we set a tentative date with the understanding that if something comes up for you or for me that we can switch the date to a better time, that way I know I have time in my books for you...because your opinion means the world to me!”

TIP FROM THE TOP:

BOOK TWICE WHAT YOU INTEND TO HOLD!