

## Checklist #2 Name: \_\_\_\_\_

\_\_\_ **YES!** I attended my first **Weekly Success Meeting**, and received my Mary Kay pin! I've invited a friend along to take pictures of me getting pinned.

\_\_\_ **YES!** Signed up my Mary Kay **Email** address, & my Mary Kay **Website**. (go to [www.marykayintouch.com](http://www.marykayintouch.com))

\_\_\_ **Yes!** I have called in to my New Consultant Conference Call. (held every Tues. at noon)  
**(712) 451-6100** access code: **764736#**

\_\_\_ **YES!** I've placed my first **Inventory Order**.

\_\_\_ **YES!** I have changed my answering machine message to let people know I am a Beauty Consultant with Mary Kay. **"You have reached the Mays residence and home office of Melissa Mays, Independent Sales Director of a Pink Cadillac Million Dollar Unit with Mary Kay. Please leave a message and we will call you back. Have a great day!"**

\_\_\_ **YES!** I have read my Consultants Guide.



Cut out and return to Director & earn MK Ink Pen

## Checklist #3 Name: \_\_\_\_\_

\_\_\_ **YES!** I have registered for my **15 FREE mailings** at [www.marykayintouch.com](http://www.marykayintouch.com).

\_\_\_ **YES!** I've organized my **Starter Kit** and tried all the products inside it.

\_\_\_ **Yes!** I've ordered my **Business Kit!**  
(go to [www.mkconnections.com](http://www.mkconnections.com))

\_\_\_ **YES!** I have watched my Skin Care Class DVD's that came with my Welcome Packet & Starter Kit.

\_\_\_ **YES!** I have invited another guest to my next Weekly Success Meeting.

\_\_\_ **YES!** I have printed off Melissa's Flip Chart notes and pasted them to the back of my Flip Chart. I've even made my GOAL POSTER, and attached it to the front of my Flip Chart.

Cut out and return to Director & earn MK Money Bag



## Checklist #4 Name: \_\_\_\_\_

\_\_\_ **YES!** I've held my **Business Debut** and had at least 10 in attendance. (or sold \$500 & booked my POWERSTART)

\_\_\_ **YES!** I've opened a separate (checking) Bank Account for Mary Kay.

\_\_\_ **YES!** I have observed a **LIVE Skin Care Class** conducted by a Star Recruiter or Director.

\_\_\_ **YES!** I have listened to all 4 Set the Pace for Success Vol. 1 CD's. **Should be available at weekly success meeting, or click on the link on our website [www.melissamays.com](http://www.melissamays.com), New Consultants Page.**

\_\_\_ **Yes!** I have registered for **PRO PAY** at [marykayintouch.com](http://marykayintouch.com) so I can process credit cards.

\_\_\_ **YES!** I have read my **Product Guide**.



Cut out and return to Director & earn Jeweled Calculator

## Checklist #5 Name: \_\_\_\_\_

\_\_\_ **YES!** I have read The Mary Kay Autobiography.

\_\_\_ **YES!** I have scheduled 3 guests for the meeting. Call or email your Recruiter with their names & numbers.

\_\_\_ **YES!** I have put together my 2 Binders, and 2 File Boxes...see **"Let's Get Organized"** in your Welcome Packet.

\_\_\_ **YES!** I have a Focus Card (enclosed in your packet) and have started filling it out with my first prospective facials and upcoming events.

\_\_\_ **YES!** Created my **DREAM BOOK**.  
(Put pictures of things you want to earn with your first Mary Kay profits in the front.)

\_\_\_ **YES!** I have made 15 NEW friends by giving them my business card, and getting their contact information. (names on back of profile cards count when I call them and make a live contact)

Cut out and return to Director & earn Cadillac Business Card Holder



**Perfect Start Pin** Name: \_\_\_\_\_

\_\_\_ **YES!** I have practiced on 15 faces  
(18 or older) in 15 days.

(Track this on your Focus Card)



**Powerstart Pin** Name: \_\_\_\_\_

\_\_\_ **YES!** I have practiced on 30 faces  
(18 or older) in 30 days.

(Track this on your Focus Card, make your Director a copy and staple this voucher to it and turn in at the meeting)



**Makeover & Compact** Name: \_\_\_\_\_

\_\_\_ **YES!** I have completed my **POWERSTART** and invited my 30 faces to an Advanced Glamour Class taught by my Director in my home where I will be the MODEL..

When you have 10 in attendance, your Director will give away a

**Compact Pro.**



**PS Plus Pin** Name: \_\_\_\_\_

\_\_\_ **YES!** I have shared with 10 women about our opportunity in the same month as my Powerstart and have turned in their Ponder Pink Profiles.

(Track this on your Focus Card)



**Pearl Earrings** Name: \_\_\_\_\_

\_\_\_ **YES!** I've completed my 5 practice Interviews with my Director!!!

(Attach this to the Ponder Pink Profiles and turn into your Director.)



**Pearl Bracelet** Name: \_\_\_\_\_

\_\_\_ **YES!** I've completed 5 practice Interviews on my own!!!

(Attach this to the Ponder Pink Profiles and turn into your Director.)



**Pearl Necklace** Name: \_\_\_\_\_

\_\_\_ **YES!** I've recruited my first **\*Qualified Team Member!!!**

\*Qualified means their first order is \$600ws or more.



**Checkbook Cover** Name: \_\_\_\_\_

\_\_\_ **YES!** I finished my first Star.  
(ordered \$1800ws in a quarter)

Now I challenge you to be an All Star by being a Star 4 Quarters in a Row!!! BIG recognition at Seminar! This only takes about 1 class and a facial per week!



**Bling Ring-My Class Ring** Name: \_\_\_\_\_

\_\_\_ **YES!** I have completed ALL my checklists & vouchers within my first 90 days!

My deadline is \_\_\_\_\_.

