

Welcome to Mary Kay
&

The Building
God Wins
NATIONAL AREA
GOD'S WOMEN INFLUENCING THE NATIONS

Nita Godwin
Senior Sales Director



SO I'M A BEAUTY CONSULTANT...NOW WHAT?



1. WELCOME PACKET & INVENTORY

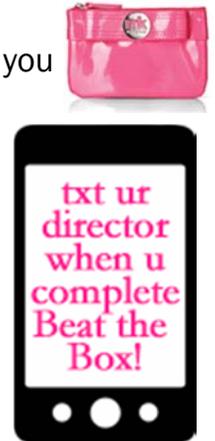
Go through this Welcome Packet & Make an Inventory Decision with the help of your Director. Win your MK Money Bag when you place your 1st product order within your first 15 days PLUS qualify for TONS of extra free product from MK!

2. BEAT THE BOX

After going through your Welcome Packet, your next mission is to BEAT THE BOX! If you do 8 of 10 of these things before your Starter Kit arrives you get the MK Coin Purse!

- 1) Friend your recruiter and Nita Godwin on Facebook.
- 2) Download the app Voxer on your smartphone. Put notifications on vibrate.
- 3) Book a debut party with Kayla to hold this month.
- 4) Text Nita @ 571-437- 8026 to set welcome call.
- 5) Attend a meeting this month - bonus if you attend 4 in a row!
- 6) Write a guestlist of women for the biggest party you've thrown. (don't prejudge)
- 7) Let me know if your an...
 - A- Personal use + friend/ family hookup
 - B- Would like to make a little extra \$
 - C- I want it all- diamonds, cars and trips \$\$\$\$\$
- 8) Look up DISC Personality training and let me know which you are
- 9) Set up Website
- 10) Set up propay- to accept credit cards

Just a tip!
Mary Kay is super speedy.. they usually get the kit to you in 3 or 4 days. But, I know you can beat them!



3. GET IN TOUCH

Log onto Intouch with your consultant ID and create your password. From here you can finish your online checklist and complete tasks like setting up your website, your propay account and ordering business cards. You can even send e-cards to your potential customers!



4. WEEKLY MEETINGS

Mary Kay always said you can't go up if you don't show up! Contact your Director to find your local meeting. You will be praised to success, trained like a pro and rewarded with prizes galore! Success Meetings are a blast! Dress for success in a skirt or dress for all Mary Kay events.

5. DOWNLOAD VOXER

and send your Director a hello! Our communication is key to your success. I can't help you if I don't hear from you! This free app will allow us to communicate back and forth on our own time with our busy schedules. It's like a high-tech walkie talkie. Can't wait to hear from you!

6. EDUCATION

Complete the 3 New Consultant Education Classes and get your business off to its best start!

LET'S MAKE YOUR DREAMS COME TRUE!

What are you most excited about?

Do you have any fears in starting your business?

Fast forward your life a year from today...if time and money weren't an issue what dream would you love to be living?

INVENTORY WORKSHEET

1. What are your Mary Kay goals? Check the answers that best apply to you:

DESIRED MONTHLY EARNINGS

- \$1,200+ = 4 points
- \$800 to \$1,199 = 3 points
- \$400 to \$799 = 2 points
- \$100 to \$399 = 1 point

SELLING APPOINTMENTS

- 3 or more appointments per week = 4 points
- 1 to 2 appointments per week = 3 points
- 2 to 3 appointments per month = 2 points
- 1 appointment per month = 1 point

SUCCESS MEETINGS

- 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

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

2. Calculate your points to see the suggested inventory category for you.

- 13 points or more :: Emerald Star Level
- 12 points :: Diamond Star Level
- 11 points :: Ruby Star Level
- 8 to 10 points :: Sapphire Star Level
- 5 to 7 points :: Enhanced Level
- 2 to 4 points :: Basic Level

BUILDING THE GOD-WINS NATIONAL AREA

UNIT WEBSITE: WWW.NITAGODWINNSD.COM
E-MAIL: NITAGODWIN@GMAIL.COM



NITA'S OFFICE: 571.437.8026
HOTLINE: 641.715.3900 CODE: 483952#

CONTACT LIST

Make a list of everyone you know. Don't prejudge! Highlight at least 5 who could be potential hostesses for you or come to your first party! Put a star next to the anyone you would love to have on your team.

CUSTOMER/PROSPECTIVE TEAM MEMBER	PHONE NUMBER	CUSTOMER/PROSPECTIVE TEAM MEMBER	PHONE NUMBER
1.		26.	
2.		27.	
3.		28.	
4.		29.	
5.		30.	
6.		31.	
7.		32.	
8.		33.	
9.		34.	
10.		35.	
11.		36.	
12.		37.	
13.		38.	
14.		39.	
15.		40.	
16.		41.	
17.		42.	
18.		43.	
19.		44.	
20.		45.	
21.		46.	
22.		47.	
23.		48.	
24.		49.	
25.		50.	

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PEARLS OF SHARING TRAINING CALLS

I am so excited you are in my unit!

My job, as your director, is to teach you how to do two things: how to be an awesome seller of this product and how to be an awesome team builder in this company.

FOLLOW THESE EASY FORMULAS

My 6 fun, sharp women are:

(Text, Call, Message, or E-mail your list to Nita)

1. Name _____ home # _____
 2. Name _____ home # _____
 3. Name _____ home # _____

WIN PEARL EARRINGS!

4. Name _____ home # _____
 5. Name _____ home # _____
 6. Name _____ home # _____

WIN PEARL BRACELET!



Pearls of Sharing Script:

Hi _____, I am SO excited! I just became a beauty consultant with Mary Kay! My director has challenged me, as part of my training, to share the facts about the company with 6 fun, sharp women so I can learn how to share information and answer questions with the women I meet as I'm building my business. I immediately thought of you because _____ and I knew you would be willing to help me. It's totally painless. All you need to do is listen to a quick phone call with my director and me, so I can take notes.

POWER PARTNERS

1 TEAM MEMBER	Pearl Necklace Senior Consultant 4% Commissions Pin Enhancer	2 TEAM MEMBER	Order Red Jacket 4% Commissions	3 TEAM MEMBER	Promotion to Star Team Builder Red Jacket 4% Commissions Pin Enhancer
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5

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NEW CONSULTANT EDUCATION AND ON-GOING SUPPORT AND LEARNING

NEW CONSULTANT EDUCATION

Get ready to learn everything you need to know to start and grow a successful business...
Visit our Unit website for details or ask me about our upcoming NCE dates!

ALL CLASSES HELD AT OUR STUDIO OR
VIA CONFERENCE CALL FOR OUT OF TOWN CONSULTANTS

Out of town consultants may participate in the above via conference call.
Just Call #712-432-0700 pass code 506851#

WHAT YOU NEED FOR NCE:

Starter Kit

Start Something Beautiful Magazine (From Starter Kit)

Paper and Pen for Notes

New Consultant Workbook

PART 1

First Things First

PART 2

Get the Party
Started

PART 3

Share
Something
Beautiful

PART 4

Stay Off the
Roller Coaster



NEW CONSULTANT GRADUATION

Complete all 3 Classes, Hold Your 1st Party, & Place Your 1st Order
To receive your Unit Ring, Personal Glamour Makeover, Special Recognition
at Graduation Ceremony, Website & Newsletter Recognition



Weekly Success Events

A huge part of your success will come from being with and learning from the Sales Directors and your sister consultants at our weekly Success Events! Here you will experience the sisterhood of Mary Kay and get the top notch education and experience needed to help you grow your Mary Kay business. This is also where you will receive your recognition and prizes, beginning with your own personal Beauty Consultant Pin! Mary Kay Ash always said, "Those who show up, go up!"

Date for New Consultant Pinning: _____

Dress for all MK events is professional attire: skirt or dress (no pants please!)

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6

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NEW CONSULTANT TRACKING SHEET



6 PEOPLE BUYING \$100 IN PRODUCT

Must complete w/in your 1st 30 days

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

20 INTERVIEWS

1. _____
2. _____
3. _____
4. _____
5. _____
6. _____
7. _____
8. _____
9. _____
10. _____
11. _____
12. _____
13. _____
14. _____
15. _____
16. _____
17. _____
18. _____
19. _____
20. _____

20 FACES

1. _____
2. _____
3. _____
4. _____
5. _____
6. _____
7. _____
8. _____
9. _____
10. _____
11. _____
12. _____
13. _____
14. _____
15. _____
16. _____
17. _____
18. _____
19. _____
20. _____

Pearls of Sharing



PRACTICE INTERVIEWS

1. _____
2. _____
3. _____

Earrings

4. _____
5. _____
6. _____

Bracelet

NEW TEAM MEMBER

Necklace

Crazy Sale!

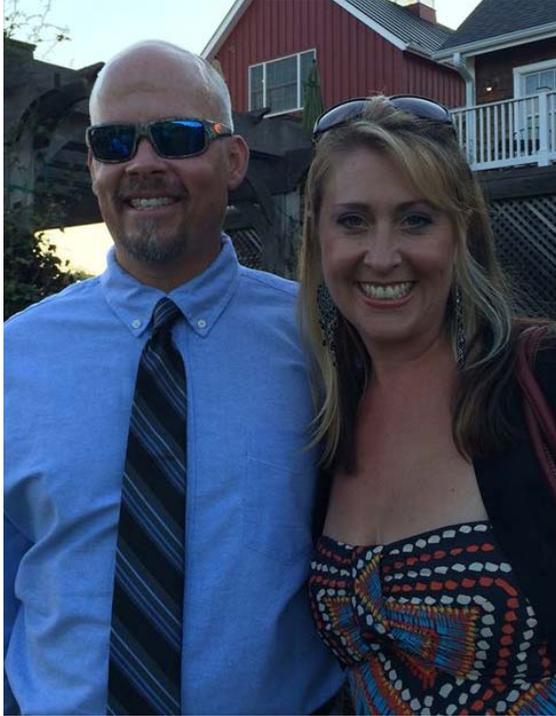
For your first 15 days as a new consultant, your Sales Director will give **FREE** retail product to your customers from her inventory when they order from you!

- When they order at least \$50 retail, they can choose from a FREE Skinvigorate brush, a FREE microdermabrasion set or a FREE day/night solution set.
- When they order \$100 retail, they can add a FREE satin hands set on top of their other FREE product choice!

***This is only for the consultants first 15 days and the consultant must order at least half of what is ordered from their customers to qualify AND must e-mail their Sales Director the customer's names who participated and their phone number.*



MEET NITA



Nita's Godwin, Senior Sales Director

Began Mary Kay in August of 2000 and earned her free car 10 months later
Director Debut November 2001
Honors 10 Times Circle of Achievement \$300,000 3x, \$350,000 2x, \$400,000, \$450,000 2x, \$500,000, \$600,000
5 times Double Star Achievement
5 times in the National Court of Sales
Once in the National Court of Sharing
#1 in Unit Recruiting at Career Conference 2003
Broke a Tarbet Area record with the most Unit production her first year as a Sales Director
Cadillac Director for 11 years
56 Quarters as a Star Consultant
Highest commission check over \$11,400 in one month

In August of 2000, I signed my beauty consultant agreement and began my journey in Mary Kay. At the time, I was a new College graduate with a Bachelor's in Communications and a minor in Dance. I had just finished doing an internship with Disney at Walt Disney World and was looking for a way to

make great money, work from home and have fun!! When I found Mary Kay, I was very impressed by the marketing plan and the ability to work at your own pace. I also loved the product and so was excited about getting all of my personal products for a discount!!! After 1 year after signing my agreement with Mary Kay, I had earned the use of my first free car with Mary Kay and was in the process of moving into the top 2% of leaders in the company. That year, I also earned my first diamond ring with Mary Kay as a part of the prestigious National Court of Sales. 6 months after earning the use of my free car with Mary Kay, I was able to quit my full time job and do Mary Kay full time.

12 years later, I am able to still enjoy the flexibility of working from home as my husband and I have twin 18 month old baby girls! It is so amazing to see the Mary Kay opportunity in action as I am able to make an executive income while being a work from home mom while my husband travels 20 days out of the month.

