

Directions for conducting a Welcome Call with your first team member

- 1) Schedule a "Welcome Call" with your new team member for 24-48 hours after she signs the agreement and ask her to be in front of a computer
- 2) During the welcome call, you will want to do the following:
 - a) Make sure she has created a password on www.marykayintouch.com and have her log on
 - b) Review the three new consultant promotions she can take advantage of and encourage her to do them that day (half price website, 50 free business cards, and 15 beauty books sent out to 15 friends & family for free)
 - c) Show her where she can apply for the MK visa (under MK connections) and where she can sign up for propay (under the icon that says "ordering"). Explain what propay is and the value of having it.
 - d) Take her to the Unit website at www.nitagodwinnsd.com and have her to go the New Consultant training center. Review the first prizes she can work towards such as the zebra tote bag and black croc wallet.
 - e) Have her print off the New Consultant Welcome packet on the bottom of the New Consultant page
 - f) Share with her the recorded inventory call that is on the top of the page and explain where she can go on www.marykayintouch.com to see pictures of the inventory packages.
(go to the search button on www.marykayintouch.com and type in "Ready Set Sell". It will pull up the brochure that she can view while listening to my recorded inventory call)
 - g) Set up another time within 24-48 hours to go over inventory and remind her to listen to the recorded inventory talk before the next call.
 - h) Last but not least, have her starting to think about the first few people she will ask to book a party with. Show her in the New Consultant Welcome packet the script for her to use to book her first party.

After you get off the phone with her, send her the below e-mail to review what you had talked about.

Hey there _____! It is exciting to see you get started with your Mary Kay business!

You will want to go to www.marykayintouch.com to set up a password so that you can access the consultant website.

Your consultant # is _____ and you will want to then create a password.

You have 30 days to order your 50 free business cards, set up your half price personal website and to mail out the 15 free catalogues to 15 potential customers. Take advantage of these FREE offers from Mary Kay!

I wanted to give you a top 3 important things to do list so that you can start working on.

1) Go to my website at www.nitagodwinnsd.com and click on "Training". Then go to "New Consultant Training" and scroll down to where you will see a picture of a black wallet and a conference call number.

Call this number and press the access code that you see. Each reference # will relate to a different New Consultant topic. When you listen to all 6 new consultant conference calls (each call is only about 15 minutes), you will earn the Black MK croc wallet that you see pictured. Also, print off the New Consultant packet that you will see a link to at the bottom of the training page

2) Work to get your first few parties on your books for the next 15 days.
Below is a script for booking your first 5 parties!

"Hello! This is Macie, do you have a minute? I am so excited because I just started my own business with Mary Kay!!! (let them respond). To help me get training, my first challenge is to get 30 women's opinion of the product in the next 30 days. I immediately thought of you because (give her a compliment or because she is your best friend, mom, aunt etc) and so when is a good time for us to get together, a weekend or weeknight? Does this week or next week work better? Morning or Afternoon?

(go ahead and book the appt).

Now _____ (her name), it is always more fun with more people and it will help me get my training done sooner, who do you know that would also like a complimentary make over? (let her respond) Great! You will definitely want to invite them to join you and guess what? I have an even better deal for you in October! When you have just 5 friends there over the age of 18 yrs old and you hold the appt on the date scheduled, you will receive \$100 in FREE product!! Isn't that awesome?? (let her respond)

And even if no one shows up, you will still receive a FREE lipgloss just for holding the appointment on the date scheduled!

I want to make sure that I help you earn the \$100 in free product and so one way you can help me help you is to text or e-mail me the names & phone numbers of people you want to invite to join within 24 hours. Which is better for you, text or e-mail? (I will send them a text or e-mail when I get off the phone and they can just respond to that with their guest list). I am so excited to get together with you on _____ at _____ and remember that you will still receive a FREE lipgloss for holding your appt on the date scheduled and so let's make sure you can keep the date! Thank you so much and see you then!"

If you are texting them, you will say in the text:

"Hey there! This is Macie! Guess what? I just started my own business with Mary Kay! Isn't that exciting? I need 30 women to help me with my training by receive a complimentary make over. Text back "YES" if you want to claim your free pampering session and we will set up a time to get together."

When they text back "YES" you will ask "Great! When is good for you, weekend or weeknight?" Go ahead and book them for their appt via text message and let them know about the \$100 in FREE product. Then, schedule a time to talk to them over the phone to make sure they have all of the details.

* E-mail me the names & phone numbers of your hostesses as you get them firmed up on your books!

When you get your first 5 parties booked to be held within 30 days, you will earn a MK bumper sticker from me to show everyone you sell Mary Kay!!!

3) Last but not least, listen to the recorded Inventory talk and review the inventory packages on

www.marykayintouch.com

That is it for now!

Good luck with your first 3 challenges and let me know if you have any questions!