

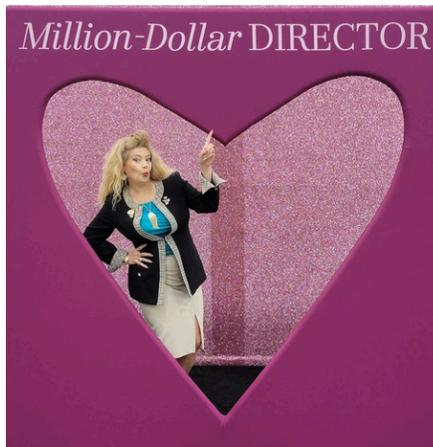
New Consultant

Packet

Welcome to Mary Kay

SALADA'S SOARING EAGLES UNIT





MEET YOUR Director, Lisa

A little about me:

- 20+ years in MK
- 13 career cars
- Earned Trips and Diamonds
- Wife to Matt and Mother of (Isabella 23 , Garrett 20, Jayden 19) Started MK prior to children while working a full-time job about 50 to 60 per week as an Emergency Nurse
- Built my business while My Husband was active duty Air Force for 23 years deployed many times and raising kids during it all.

How to reach me:

LISA SALADA

850-240-5545

133 Sawbuck Trl Abilene Tx 79602

[Www.saladasoaringeagles.com](http://www.saladasoaringeagles.com)

<https://www.mkunitapp.com/lisasalada/>

I can't wait to watch you succeed!

First Steps to Success

IT'S TIME TO JUMP IN AND ENJOY THE JOURNEY! WHETHER YOU'RE IN IT FOR THE GIRLFRIENDS, A CAREER CAR, OR SOME EXTRA CASH, YOU'RE IN THE RIGHT PLACE! HERE ARE YOUR FIRST STEPS TO GET YOU ON THE RIGHT TRACK.



#1

Join Our Unit FB Group

OUR FACEBOOKGROUP PROVIDES RECOGNITION, TIPS, AND ANNOUNCEMENTS. IT'S YOUR GO-TO PLACE FOR STAYINGCONNECTEDTOYOUR SISTER CONSULTANTS.



CLICK HERE



#2

Login to Intouch

CHECK YOUR EMAIL FOR AMESSAGE FROM MARY KAY! LOGIN TOWWW.MARYKAYINTOUCH.COM AND CREATE ANACCOUNT WITH YOUR CONSULTANT ID.



MARY KAY

CLICK HERE



#3

Download the Great Start App

THEAPP HELPS SIMPLIFY THEEXPERIENCE OF STARTING YOUR MARYKAY BUSINESSAND DELIVERS CONTENT TOHELPSTART A SUCCESSFUL JOURNEY.



CLICK THE APP STORE OR PLAY STORE



#4

View the "Watch Me First" Video

INYOURGREAT STARTAPP YOU'LLFINDTHEVIDEO TITLED"WATCH MEFIRST"



CLICK HERE



#5

SET UP YOUR MY SHOP website and Stripe

NOTHINGSAYS "READY FOR BUSINESS" LIKE YOUR PERSONAL MK WEBSITE PROVIDING AN EASY WAY FORYOUR CUSTOMERS TO ORDER.



CLICK HERE



#6

Go to our unit Website

Start on the New eagles page and familiarize yourself. Soon you will have some training there



CLICK HERE



#7

Make a list

CREATEYOURLISTOFNAMESFOR YOUR FIRST CONTACTS. SEE FOLLOWING PAGE. dont prejudge



#8

Product Options

WATCHTHISINVENTORYOPTIONS VIDEO THENEXTYOURDIRECTORPINK DREAMS



CLICK HERE



Complete checklist 1-8 for a prize from your Director!

Great Start List

Friends, family, classmates, neighbors, co-workers, acquaintances

Any woman with skin who is 18+!

Put a * next to your "inner circle" of family & friends...and GO!

1. _____
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50. _____

You're doing great!

Next Steps to Success

Action Items:

SCHEDULE YOUR LAUNCH PARTY WITH YOUR RECRUITER & DIRECTOR. YOU INVITE THE GUESTS, WE'LL DO THE REST.

Hey (name)! Guess what?! I'm now a new Mary Kay Independent Beauty Consultant and I'm so excited to invite you to my Virtual Launch Party! We will be doing facials, lots of beauty tips, giveaways & freebie samples!! Plus, you can join in the fun from the comfort of your home. My Launch is on (Date/time)! I'd love for you to join us. Can I count on you to be my special guest?

Highlight Your Datebook

BLOCK OUT THE TIMES WHEN YOU CAN HOLD FUTURE APPOINTMENTS.

Attend New Consultant Orientation

LEARN ABOUT ALL THE SUCCESSFUL TOOLS TO LAUNCH YOUR BUSINESS.

Book Your First Five

BOOK 5 APPOINTMENTS (FACIALS OR PARTIES) AND EARN A PRIZE FROM YOUR DIRECTOR! YOUR LAUNCH PARTY COUNTS AS ONE BOOKING!

Education:

[New Consultant Startup Guide](#)



CLICK HERE

[Booking Revolution Training](#)

New Consultant Challenges:

THE NEXT PAGES HAVE THE TRACKING SHEETS FOR EACH CHALLENGE

Power Start

30 FACES IN 30 DAYS

Pearls of Sharing

6 SHARING CALLS WITH YOUR DIRECTOR

10 New Skin Care Customers

10 NEW SKIN CARE CUSTOMERS CAN BRING YOU \$600 IN PROFIT!

TIP: don't forget to add sales tax to your sales! Check with Google to find the accurate amount for your state.

POWER START TRACKING

Hi Susie! Guess What?! I just started my own Mary Kay business and I'm excited to reach my first goal of practicing on 30 faces with our amazing products! We can do this virtually and you'll get a FREE pampering packet with Live instructions. Can I put you down as one of my 30?



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30			

Pearls

nevergo out of style

EARN YOUR PEARL JEWELRY BY SHARING THEM WITH 6 WOMEN IN YOUR LIFE WHO LOVE TO CHEER HELP WITH YOUR GOALS.

Hey Susie! I just started my own Mary Kay business and part of my training is to practice sharing the Mary Kay opportunity with 6 of my sharpest friends and I immediately thought of you! I would love your help with my training! Would you be willing to let me borrow 15 minutes of your time? It would really mean a lot to me.

Step 1: earrings

EARN YOUR PEARL EARRINGS WHEN 3 LADIES HAVE A SHARING CALL

1. _____
2. _____
3. _____



Step 2: bracelet

EARN YOUR PEARL BRACELET WHEN 3 MORE LADIES HAVE A SHARING CALL

4. _____
5. _____
6. _____



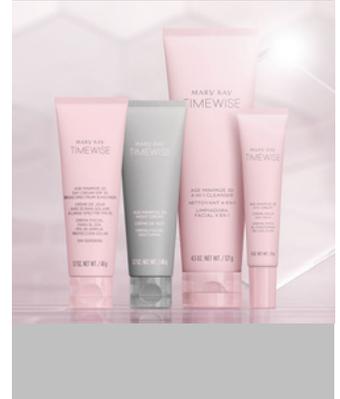
Step 3: necklace

EARN YOUR PEARL NECKLACE WHEN YOU SIGN YOUR FIRST TEAM MEMBER!



Ten New Skin Care CUSTOMERS

One of the first things we are going to track is 10 New Skin Care Customers! We say that "a tracked number grows" and you will see this come true as you work your business the next few weeks. Write the person's name & which sets he purchased in the grey area for each SKIN CARE SET you sell!



GET A PRIZE FROM YOUR DIRECTOR!



10 Miracle Set Customers

X \$120 per set

\$1200 Total

X .50 profit

\$600 PROFIT

What are you going to do with your \$600 profit?



Steps to Success



1

INDEPENDENT BEAUTY CONSULTANT

- 50% Product Commission



2

SENIOR CONSULTANT

- 1-2 Team Members
- 4% Commission
- 50% Product Commission
- Team Building Bonus
- \$50 Bonus for Qualified Team Members

3

STAR TEAM BUILDER

- 3-4 Team Members
- 4%, 6% or 8% Commission
- 50% Discount on Initial Red Jacket Order
- 50% Product Commission
- Team Building Bonus
- \$100 Bonus for First Time Achievers



4

TEAM LEADER

- 5-7 Team Members
- 9% or 13% Commission
- Eligible for Car Qualification
- 50% Product Commission
- Team Building Bonus



ELITE TEAM LEADER

- 8+ Team Members or 5 Team Members with 1 Red Jacket
- 9-13% Commission
- 5% Commission on Second-Tier
- Eligible for Car Qualification
- 50% Product Commission
- Team Building Bonus



5

THE MARY KAY

Career Path

6

SALES DIRECTOR

- 24+ Team Members
- 13-26% Commission
- 50% Product Commission
- Team Building Bonus
- Eligible for Premier Club and Pink Cadillac Qualifications
- Luxury World Trips & Yearly Awards



7

SENIOR - ELITE EXECUTIVE SENIOR SALES DIRECTOR

- Offspring Sales Directors
- 23-36% Commission
- 50% Product Commission
- Team Building Bonus
- Luxury World Trips & Yearly Awards
- Eligible for Car Qualification



8

NATIONAL SALES DIRECTOR

- Offspring Sales Directors and National Sales Directors
- Team Building Commission
- Team Building Bonuses
- Luxury World Trips
- Yearly Awards
- Exclusive National Pink Cadillac
- And so much more!



Moving On Up

CAREER LEVELS AND COMMISSION

- 1 – 2 Active Team Members – Sr. Consultant = 4%
- 3 – 4 Active Team Members – Red Jacket = 4%, 6% or 8%
- 5 – 7 Active Team Members – Team Leader = 9% or 13%
- 8 + Active Team Members – Elite Team Leaders = 9% - 13%

EXAMPLE OF COMMISSION AND PRODUCTION

Red Jacket Team Product \$6,000 x 4% = \$240

Team Leader Team Product \$6,000 x 13% = \$780

DIRECTOR INCOME

Example: \$15,000 Unit Production

Unit x 23% = \$3,450

Personal Team (\$10,000) x 13% = \$1,300

Unit Development Bonus = \$400 to \$1,000 (\$500)

Personal Team Building Bonus = \$100 for each with no monthly cap (\$300)

Director Check = \$5,550

Action Plan

RED JACKET PLAN

6 parties away from Red Jacket!
6 parties x 5 people/party = 30 faces
Interview half the guests
15 interviews --- 1 out of 5 people will
join your team = 3 new team members!



ON-TARGET CAR PLAN

You're only 8 active team members and \$6,000 wholesale
away from going on-target for your Mary Kay Career Car!
45 interviews = 8 new team members!

DIQ (Director-in-Qualification)

You're only 8 active away from going DIQ and then you
plus 8 grow to 24 active in 1 to 4 months!
80 interviews between you and
your team = 16 new team members



Ways to Earn!

Mary Kay loves prizes!

GOLDEN RULES CHALLENGE

Each month during the 2022–2023 Seminar year that an Independent Beauty Consultant sells enough product to support placing a \$600 or more wholesale Section 1 order, she can earn a monthly piece from the Golden Rules Collection.

Consistently earning your Golden jewelry will result in bonus consistency pieces!



STAR CONSULTANT

Choose from exciting prizes when you set and achieve a retail selling goal to support at least \$1,800 in wholesale Section 1 orders every quarter! Claim your prize at the end of the quarter or roll over your credits and let them accumulate as you work toward your top prize goal!

Sapphire: \$1,800

Ruby: \$2,400

Diamond: \$3,000

Emerald: \$3,600

Pearl: \$4,800-\$9,600+

SEMINAR PRIZES

From Cinderella bling for sharing the opportunity and outstanding sales, to bonus prize credits for consistently taking care of your customers as a star consultant, to incredible director trips around the world, Mary Kay knows how to spoil us at Seminar!



THESE PRIZES ARE ONLY A GLIMPSE AT WHAT MARY KAY HAS TO OFFER! ASK ME ABOUT CASH BONUSES, UNIT-SPECIFIC PRIZES, AND MORE!

You're off to a great start!

I'M SO EXCITED TO HAVE YOU
IN OUR PINK FAMILY.

