



AUDACIOUSLY LIVING IN VICTORY EVERYDAY

The **ALIVE** Unit

Congratulations on becoming a new Independent Mary Kay Beauty Consultant! You are now a part of one of the most dynamic Fortune 500 companies in the world! We are a Growing Unit and our unit goal is to achieve all that is possible through our vision and belief.

Mary Kay is known for it's cutting edge products, once again the #1 best selling brand in America! Mary Kay is a global company and has had a "pink going green" campaign in place before it was "cool to be green!" Our charitable foundation also gives millions to fight cancers against women and domestic violence against women. You're part of a company that walks the talk of giving back!

Our unit is known for following the Golden Rule of doing to others as we'd like done unto us as Mary Kay taught. We treat our customers and sister consultants as such and have a special girlfriend sisterhood of positiveness and greatness! Our unit also embraces Mary Kay's values of faith, family and career and as your director *my vision is to coach and mentor women to live the lives you were intended to live for yourselves and your family!*

As your business advisor, coach and mentor I'll match my time with your effort and am looking forward to working with you and celebrating your success with you! Your success is important to me and we have fabulous systems in place to help you be your best! Plug into them and you'll soar!

Should you have any questions or concerns as you build your business, please feel free to contact me anytime. My office number is 913-749-8452 and email is tammiepage@att.net. I'm here to assist and serve you as your

Think BIG and believe in yourself and all that's possible for you in your Mary Kay business! May your journey be abundantly blessed!

Much Belief, Tammie

Unit Information

Unit Name: ALIVE UNIT

National Area: GO GIVE
(adopted by NSD Stacy James)

Seminar Affiliation: Ruby

You will receive a monthly calendar and other important meeting information from my office on a regular basis.

Director Information

Tammie Page: Mary Kay Independent Sales Director
Address: 4425 Silverheel St. Shawnee, KS 66226
Office: 913-749-8452
tammiepage@att.net

Joined Mary Kay in August, 2010 and became a director in May, 2012

- Our unit was #1 in the Company for our 4th month of DIQ
- Married to Michael for 17 years and have 3 daughters, Madison, Olivia and Isabella
- Earned our first Mary Kay car in September 2012 with the goal to be a Pink Cadillac unit by July!

" My Passion is my family. I love being a stay at home working mom with the freedom to design my life rather than my career designing it for me."

NEW CONSULTANT CHECKLIST



GET OFF TO A GREAT START!

- ___ 1. Within 24-48 hours of receiving this welcome packet, watch the New Consultant Training DVD and talk with Tammy so that she can explain all the special offers and answer your questions that you may have about inventory.
- ___ 2. Make your inventory decision within your 1st few days and work with me to get into the company. There may be special offers that you are not aware of so I will be happy to assist you with your FIRST ORDER.
- ___ 3. Work on your list of "Everyone you know Who Has Skin," which you will find in this packet.
- ___ 4. Fill out the enclosed Weekly Plan Sheet to see where your best time slots are for your parties.
- ___ 5. Watch your sales director or recruiter at a Party. Read your Flip Chart out loud and practice. Watch the DVD in your Starter Kit about how to hold a Party.
- ___ 6. Book your first 10 parties for your **POWER START** (30 faces in 30 days) and your **POWER START PLUS** (30 faces in 30 day plus 6 Career Surveys/Interviews).
- ___ 7. Earn your Pearls of Sharing.

GET ORGANIZED!



- ___ 1. Put me in your phone! Tammie Page: 913-749-8452
- ___ 2. Put me in your email address book: tammiepage@att.net
- ___ 3. Open a separate account at your bank for your MK business. Don't call it a business account as they could charge a higher fee. Don't put "Mary Kay" on it, that's a trademarked name. Just open a regular checking account with your name on it, and add something to differentiate it from your household account. You could call it "Your Name, Pink Account," or "Your Name, Cosmetics," etc.
- ___ 4. Do these things at www.marykayintouch.com
 - ___ Choose your password, if not already done
 - ___ FREE OFFER ... 15 FREE Customer Brochure Mailings
 - ___ 50% off your personal Mary Kay Website, only \$25 for entire first year
 - ___ Complete your Signature Look Questionnaire before placing your 1st qualified order, for additional FREE products.
 - ___ FREE OFFER ... free products with \$600 and higher initial wholesale order
 - ___ Set up Propay, you will want to accept payment by credit card from customers as it will increase your sales
 - ___ Order your Business Card package, (click Ordering, then MK Connections)
 - ___ Optional: Buy insurance on your inventory, only \$30 per year (may not be covered on your Homeowners; also at MK Connections)
- ___ 5. Please send a professional headshot of yourself or a photo with a solid background from your phone or camera. This will be used for our Unit Newsletter. Email your photo to Tammie's assistant at sherylkhanna@aol.com

Tammie Page, Sales Director, 4425 Silverheel St., Shawnee, KS 66226
913-749-8452 tammiepage@att.net
Unit Website: www.aliveunit.com



Mary Kay Image, Attire & Attitude

Image, Attire, and Attitude

Now that you are in the beauty business, it's important that you always look and act the part of a successful professional beauty consultant! You only get one chance to make a good first impression!

- Your appearance is the outward sign of your level of self-confidence and self-esteem. Be Sharp!
- ALWAYS wear a skirted outfit or dress when conducting MK business, when holding appointments and attending trainings and meetings. Slacks, jeans or shorts are NOT business attire for MK functions, unless and event is occasionally designated as "casual" or a special dreams and jeans night etc.
- Keeping your Starter Kit and mirrors clean and neat is an important part of Business Etiquette. The same applies when you display personal items, such as a compact.
- You must wear the product. You are your best advertisement. Be sure your makeup looks flawless!
- Mary Kay offers custom career jewelry to enhance our wardrobe and recognize your achievements. Wear your MK pin when you are dressed professionally, to advertise your business.
- Arrive at all appointments, events and meetings with a 100% positive attitude. It is said that 90% of our success is in our attitude! It's also been said that attitude truly does determine your altitude.
- We believe what we hear most often, so be sure you are hearing positive words from yourself and others about your business. Associate with positive people, and when something negative happens, shake it off and move on.
- Faithfully use your Weekly Plan Sheet, Weekly Accomplishment Sheet, and Expense Tracking Sheet.
- When meeting a Mary Kay client who wants to purchase product, ask if she already has an active consultant. If she does, encourage her to make her purchase from her. If there's been a problem, use discretion and proceed with professional courtesy. If in doubt about following the Golden Rule, get details of the situation, and call your Director for guidance.

What To Bring For Your Meeting Guests

1. A positive attitude!
2. A Mirror & Tray, with a basic Color Card. Your personal demo products. (See meeting model checklist)

Meeting Etiquette

Attending weekly Success Meetings is training and fuel and provides girlfriends to connect with for your business! In Shawnee, KS we meet on Monday nights 6:00 — 8:30 p.m. at 6888 W 105th St, Overland Park, KS 66212

For all of you who live across the country, check with me or your recruiter for meetings in your area

Here are some additional Success Meeting tips:

1. To receive your much-deserved recognition, fill out your Weekly Accomplishment Sheet by each Monday night. Log it in at www.marykayintouch.com by selecting "Business Tools" and "Enter Weekly Accomplishments." Print a copy to bring to Success Meetings and send it to me online.
2. **Punctuality is very important now that you are in business.** Always arrive 10 minutes early to events, meetings, and appointments. Lateness is not fashionable!
3. Dress in Mary Kay attire; no pants! Thank You!
4. Learn and earn at the same time by making every effort to bring guests to all events.
5. Let your guests know that Consultants will be dressed in a skirt, and give them the option of dressing in a skirt or pants. They will appreciate knowing what to expect.
6. Children should not be brought to meetings and/or events. You'll want to arrange dependable child care for meeting times.
7. Please turn your cell phones off or to vibrate, and refrain from chewing gum.
8. No gossiping or negativity allowed! We love a positive & fun atmosphere!
9. Bring a 3 ring binder and pen to meeting each week.
10. Please RSVP with your guest count to Tammie by noon on Sunday each week

The *POWER START PLUS* or *POWER START!*



Power Start Plus

In your first month, complete 30 facials* (Power Start) and share the opportunity with six people (Pearls of Sharing).

"P", "S" and "P" charm surrounded by eight clear-colored stones

I want you to achieve all your goals and desires. Becoming a member of the prestigious **POWER START PLUS** and/or *Power Start Club* will help you launch your career in the best possible way. Make this your first goal in Mary Kay. As a member of this club you will receive a beautiful reward "PS" pin to wear with your Mary Kay pin. This will be the first of many awards you will receive in your exciting new career.

I. 2 Week Plan - Description of 1st steps:

1. Make Product Decision - Wholesale On Shelf.
2. Debut & Book 8 - 10 Classes.
3. Perfect Start = 15 faces in 15 days. Power Start = 30 faces in 30 days.
Power Start Plus = 30 faces plus 6 interviews with your Director in 30 days.

II. Plan of Action:

1. Make a prospective list of hostesses.
2. Set start date for Business Debut and Power Start, you may begin faces before this date.
3. Observe a Skin Care class DVD and at meeting and/or with a seasoned consultant.
4. Set aside 2 hours phone time to begin Booking.
5. Copy Business Debut postcards from Intouch. Mail or use Evite cards. Follow-up 3 days afterwards. with a phone call.
6. Begin to work through Training, CD and your Consultant's Guide packet info. Begin the Silver Wings training on Intouch.
7. Conduct practice career surveys with recruiter/director. 3 practice career surveys your first month earns you your Pearl of Sharing Earrings from me. (Call me for details or look under the Contests & Prizes tab.)

III. Script:

"Hello ____! This is ____! Do you have a minute? Let me tell you why I'm calling. I'm so excited! I've just been accepted as a Mary Kay Beauty Consultant and as part of my training my Director asked me to select 15 women to power partner with (who would give me their honest opinion of the product,) ____, I immediately thought of you because _____. (Fill in the blank with an honest heartfelt reason--an example: you always dress so nice or you always wear your make-up so well or I knew you would give me your honest opinion). Is there any reason why you couldn't have a few friends over and have a girlfriend pamper session? I think you would be great. Let's look at your schedule. Which would be better for you, day or _____ evening? Beginning of the week or the end? 6 or 7, etc. THAT'S PERFECT! I have you down for _____ at _____.

COACHING PARAGRAPH to use when booking on the phone:

_____, we'll limit y our class to just 6 women so I can give each person personal attention for you. You can go ahead and invite 8 or 9 as usually something comes up for a couple of people at the last minute and we want you to have the most fun, successful class possible! Let them know it's by invitation only and I'm limiting you to six so you need a definite yes or no.

Who can you think of who loves to take care of herself, or likes to play with color, or would just enjoy a night of getting pampered? (Wait for response and a jot a list).

_____, you can go ahead and call your guests to invite them and I'll call you back to answer any questions and get your guest list so I can have all the correct formulas and colors with me for each of your special guests. Will it give you enough time if I call you (Monday evening) for your guest list or would (Tuesday) be better? Great, I'll talk to you then and please feel free to call me in the meantime if you have any questions or if you get your guest list finished early.

POWER START CHALLENGE



Power Start Achiever: 30 Faces in 30 Days
EARN YOUR POWER START PIN AND A POWER SESSION WITH TAMMY



Perfect Start Achiever: 15 Faces in 15 Days
EARN YOUR PERFECT START PIN

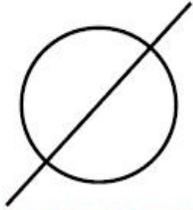


Name: _____ Month of: _____ Wholesale Total: _____

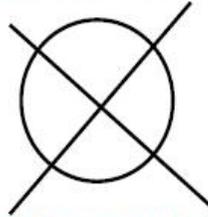
	<u>Appt. Date</u>	<u>Client's Name & Phone</u>	<u>Basic Sold</u>	<u># of Referrals</u>	<u>Total Retail \$\$\$</u>	<u>2nd Appt. Booked</u>	<u>Interviews Scheduled</u>
1							
2							
3							
4							
5							
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30							
** GRAND TOTALS OF EACH COLUMN FOR THE MONTH:							

Activity Tracking Sheet

Phone Calls to Bookings



Put a slash-mark through circle when you've left a message.



Put an "X" mark through circle when you've spoken to the person and they say no.



Fill circle in when you've booked an Appointment.

<input type="checkbox"/>						
<input type="checkbox"/>						
<input type="checkbox"/>						
<input type="checkbox"/>						
<input type="checkbox"/>						
<input type="checkbox"/>						
<input type="checkbox"/>						
<input type="checkbox"/>						

CONSULTANT:

MONTH:

Success = "YOUR" Personal Use!

As a BRAND NEW BEAUTY CONSULTANT, you'll want to be sure you are wearing 100% Mary Kay products from head to toe! If you are not wearing "every" product in our Beauty Essential Travel Roll Up—this is the perfect place to start "shopping!" By doing so you will fall in love with every product we have and feel much more confident when beginning your business. You will sell 2 x the Consultant who is in the mindset of "saving it to sell it!" I WANT YOU TO HAVE THE SUCCESS YOU DESERVE at the START of your Business!

"My" Beauty Essentials Travel Roll Up

Pocket #1

- ___ TimeWise Cleanser
- ___ TimeWise Age Fighting Moisturizer
- ___ Foundation & Brush
- ___ Foundation Primer
- ___ Day & Night Solutions

Pocket #2

- ___ Custom Compact & Brushes, filled with 3 Eye Colors and Blush
- ___ Brush Collection
- ___ Cream Eye Colors & Brush
- ___ Eye Primer
- ___ Lipstick
- ___ Lip Gloss
- ___ Lip Liner
- ___ Eye Liner
- ___ Mascara
- ___ Facial Highlighting Pen
- ___ Concealer



Pocket #3

- ___ Firming or Age Fighting Eye Cream
- ___ Microdermabrasion Set
- ___ Replenishing Serum + C
- ___ Even Complexion Mask
- ___ Even Complexion Essence
- ___ Targeted-Action Line Reducer
- ___ Oil Free Hydrating Gel or Intense Moisturizing Cream
- ___ Age-Fighting Lip Primer
- ___ Indulge Soothing Eye Mask
- ___ Oil Free Eye Makeup Remover
- ___ Acne Treatment Gel (if needed)
- ___ Targeted-Action Eye Revitalizer (if needed, for dark under eye circles)

Pocket #4

- ___ Satin Hands Set
- ___ Satin Lips Set
- ___ Targeted-Action Toning Lotion
- ___ Targeted-Action Hand and Decollete

STEP #1—Toss out all "other brands" in your cosmetic and skin care wardrobe! **STEP #2**—Look at the "Personal Use" products to the left. Check off all Mary Kay Products that you currently use. Then take a "Look" Book and go shopping for the unchecked items.

Add your color choices below.

Foundation Choice:

Foundation Color:

Eye Colors:

- 1.
- 2.
- 3.
- 4.
- 5.
- 6.
- 7.
- 8.
- 9.



Eye Liner Colors:

- 1.
- 2.

Eye Brow Pencil Color:

Mascara:

Blush Colors:

- 1.
- 2.
- 3.

Lipstick Colors:

- 1.
- 2.
- 3.

Lip Gloss Colors:

- 1.
- 2.
- 3.

Lip Liner Colors:

- 1.
- 2.

Fragrance Choice:

Additional Items

- ___ Custom Compact Filled
- ___ Mini Compact Filled for your handbag
- ___ Tinted Moisturizer
- ___ Tinted Lip Balm
- ___ Liquid Lip Color
- ___ Compact Pro Filled for travel and getting ready each morning
- ___ Complete Body Care
- ___ Complete Fragrance Set
- ___ Sun Screen and Subtle Tanning Lotion
- ___ For Travel: Facial Cleansing Cloths
- ___ For Travel: Trial Miracle Set
- ___ Skin Care & Fragrance for your Husband
- ___ Items for household (Ex. Gel and Satin Hands at all sinks, hand cream and body lotion in guest baths, etc.)

15 STEP PROGRAM & PRIZE CHECKLIST

Cross off each box when complete!

Submit your prize request to Tammie at www.aliveunit.com/recognition.html

<p>STEP 1 Get Organized!</p> 	<p>STEP 2 Inventory Options</p>  <p>Earn a Satin Lips Set when you listen to the inventory link within 24hrs of submitting your agreement.</p>	<p>STEP 3 Place Order</p>   <p>Receive the Serum C & MK Calculator with a Ruby Star order and above (\$2400+)</p>
<p>STEP 4 Set Up Site & ProPay</p> <p>Earn a MK display tray!</p> 	<p>STEP 5 Download Apps</p>  <p>Earn your pink pen!</p>	<p>STEP 6 36 in 36</p>  <p>Complete and earn your MK money bag!</p>
<p>STEP 7 Plug into Weekly Meeting</p> <p>\$100 free product!</p>	<p>STEP 8 Be a Pearl Girl</p>  <p>Earn your Pearls of Sharing jewelry!</p>	<p>STEP 9 Power Start/Debut Party</p>  <p>Complete a Power Start, receive your bracelet. Host your Debut Party and receive your PS Charm!</p>
<p>STEP 10 New Consultant Training on Money Management</p> <p><i>A fun piece of jewelry!</i></p>	<p>STEP 11 Move into Red</p>   <p>Earn your Red Stiletto and enhancer!</p>	<p>STEP 12 On-Target Car</p>  <p>Receive a Mary Kay keychain!</p>
<p>STEP 13 Future Director</p>   <p>Earn your Future Scarf and enhancer!</p>	<p>STEP 14 DIQ</p> <p>Receive your DIQ pin!</p> 	<p>STEP 15 Perfect 12 Level</p> 

MARY KAY



Dreaming in Red

April 1 to June 30,
2017



Are you ready to **Dream Big in Big D?** You can receive an invitation to the biggest prize party of the year when you achieve *Dreaming in Red*.

An Independent Beauty Consultant who adds three qualified* new personal team members during the challenge period of April 1 to June 30, 2017, will receive these exciting rewards:

- An invitation to the exclusive *Dream Big in Big D* prize party at Gilley's during Seminar 2017.
- An invitation to try on the new red jackets at the prize party and to select the style of her choice.
- Her new red jacket to take home at no cost.

For all of the qualification details, visit the *Dreaming in Red* page on *Mary Kay InTouch*®.



MARY KAY
SEMINAR
2017



*A qualified new personal team member is one whose initial order with the Company is \$600 or more in wholesale Section 1 products, and it is received and accepted by the Company in the same or following calendar month that her Independent Beauty Consultant Agreement is received and accepted by the Company (A+1). For purposes of this contest, an Independent Beauty Consultant whose Agreement is received and accepted by the Company in the month of March 2017 and who places a qualifying order that is received and accepted by the Company in the month of April 2017 will be counted. An Independent Beauty Consultant who places her order in July 2017 will not count toward the contest.

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We're Proud of Mary Kay!

Check out these fast, fun facts (pride points) to share with your customers who want to know more about Mary Kay. These are easy to share and remember!

Mary Kay Ash:

- In 2004, she was named as one of the 25 Most Influential Business Persons of the Past 25 Years. (Wharton School of Business at the University of Pennsylvania)
- Was the only woman profiled in the book Forbes Greatest Business Stories of All Time in 1999.
- Named Great American Entrepreneur in 1988. (Series at the Smithsonian Institute)

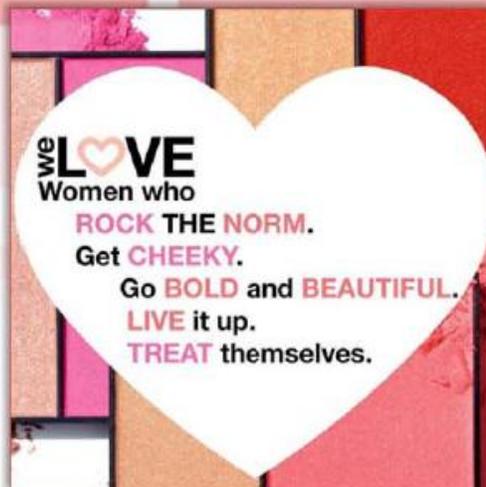


The Company:

- "Beauty by Mary Kay" opened on Sept. 13, 1963 in a 500 square-foot storefront in Dallas, Texas.
- Is in the top one-third of the Most Reputable Companies in the U.S. (Reputation Institute)
- Top of the Brand Keys List for highest loyalty in cosmetics. (Brand Keys)
- Promise to the Earth Award winner (Arbor Day Foundation)
- Award of Honor, Global Day of Beauty (Pegasus Awards)

Innovative Products:

- Mary Kay has 1,200 patents for products, technologies and packaging designs.
- Mary Kay invests millions of dollars in research and development and conducts more than 500,000 product tests each year for quality, safety and performance.
- The *Mary Kay* product line includes more than 200 premium products in skin care, color cosmetics, body care, sun protection & fragrance.
- \$125 million investment in the new 480,000 square-foot Global Manufacturing and Research & Development Facility in North Texas.



Positive Community Impact:

- \$53 million has been donated by Mary Kay Inc. and *The Mary Kay Foundation* to help end domestic violence.
- Each year 30,000 children heal from abuse in the 20 Nature Explore Classrooms built at domestic violence shelters around the U.S.
- For 21 years, Mary Kay has been advocating for laws that support survivors of domestic violence.
- Mary Kay has donated millions of dollars to organizations benefitting women and children around the world through *Beauty That Counts*.
- Zero landfill site status at Mary Kay's Global Manufacturing Facility. One million trees planted around the world.



Your Formula For Success

Joining Hands with Income Producing Activities (IPA's)

10 IPA's a week will move you forward and build a solid pt business!
 15 = Star! (3 a day!)
 20 = Car! (4 a day!)
 25 = ANYTHING you want!!!!

Name: _____ Month: _____ IPA Weekly Goal: _____ Main MK Goal: _____

	1	2	3	4	5	6	7	8	9	10	11	12	13	14	15	16	17	18	19	20	21	22	23	24	25	26	27	28	29	30	31
1 point for every IPA																															
Class (3+ guests/\$100+)																															
\$100 Reorders																															
Facial (\$50+)																															
1 Basic Sold																															
New Class Booked																															
Coach Hostess (go over packet/pre-profile guests)																															
5 New Names & #'s																															
Guest/Model to Event																															
Interview (career talk with Director and prospect)																															
New Team Member																															
Total IPA's for the day																															

Total for the WEEK: 1st-7th _____ 8th-14th _____ 15th-21st _____ 22nd-31st _____

Met 3 + 3 + 3: Week #1

Week #2

Week #3

Week #4

Classes/Appointments _____ Classes/Appointments _____ Classes/Appointments _____
 Sales _____ Sales _____ Sales _____
 Team Building Activities _____ Team Building Activities _____ Team Building Activities _____

MARY KAY WEEKLY PLAN SHEET/HOJA DE PLANEACIÓN SEMANAL MARY KAY

NAME (NOMBRE): _____ WEEK OF (SEMANA DE): _____

	SUNDAY (DOMINGO)	MONDAY (LUNES)	TUESDAY (MARTES)	WEDNESDAY (MIÉRCOLES)	THURSDAY (JUEVES)	FRIDAY (VIERNES)	SATURDAY (SÁBADO)
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The **ALIVE** Unit

Communication determines the healthiness of all relationships.

I love my role as mentor, business coach and encourager, and I love working closely with the Consultants who are willing to take direction to move up. Please call my office, email, Text or Vox me each week with your goals for the week. I want to be sure you are aware of all the great ways for us to stay in touch so that you can always get the training and support you need to head straight to the TOP.

Email: tammiepage@att.net
Text, Phone or Vox: 913-749-8452

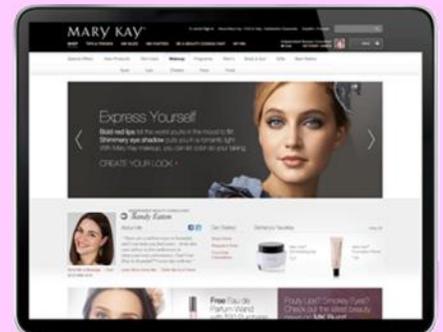
Communication is an essential part of our business! I look forward to hearing from you via telephone, text, Vox, or email.

Tammie Page, 4425 Silverheel St., Shawnee, KS 66226
Phone: 913-749-8452
Email: tammiepage@att.net

My assistant is Sheryl Hanna and you will also receive emails from her: sherylkhanna@aol.com or Vox her at 719-459-0427.

Our company website is phenomenal: Go to www.marykayintouch.com. Enter your Consultant number and password to gain access to TONS of information. Plus you can do your own orders on-line and enter your sales information on the weekly success sheets. The home page has many icons which will take you to some fabulous training. Earn Color Confident and MKU (Mary Kay University) badges from the company to wear at Company events. This is a CONSULTANT ONLY website that is free to you.

You can also sign up for your own website through Mary Kay. This is a website for your Customers to browse and shop — 24 hours, 7 days a week. Your customers can shop on your website with secure pro-pay which you can sign up for through your Intouch website by going to ordering then Propay in the dropdown-box



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