

FREE POSTCARD EXAMPLES

Get In the RED ZONE

You're so close to winning your red jacket!

You just need one more active team member!

Call me today and we'll work together towards getting you into your own fabulous red jacket!

IT'S TIME TO RACE FOR RED!

You are in the driver's seat! Get ready to step into the winner's circle wearing your new red jacket. You have three stylish jackets to choose from to make your own business savvy look: The Classic Shawl-Color Jacket, The Double-Breasted Jacket, The Power-Shoulder Tailored Jacket!

Mary Kay's Star-Consultant program is designed to recognize you for consistently achieving a high level of personal goals and climbing the ranks of success on your Leader of Success plan. This special plan, along with the supplies, ruby, diamond, or emerald stars you are eligible to earn, isn't the only reason for becoming a Star Consultant.

- Inventory:** You'll have product for your customers & new clients.
- Confidence/Credibility:** You and your customers know you have everything they need and you are invested in your business. Mary Kay also offers you perks like first priority when new customers are looking for a consultant and use of the Customer Delivery Service!
- Rewards:** Prices, Pins & Bonuses
- Recognition:** You'll get recognition at MK functions, events, etc.
- Success:** Consistent Stars are on their way! We have an edge in MK. "Stars Drive Cars!"

Be A Star Consultant Every Quarter

BE A STAR YOUR FIRST QUARTER!

Mary Kay gives new Consultants the opportunity to be a STAR your very first quarter in the company. That means you'll be able to take advantage of all the benefits of being a STAR (LTD FREE PRODUCT BONUS) available to you with your first sale. You will also be a STAR! Star Consultant is one of the most highly respected programs in our company. Plus, there's a car! ... Star Drive Cars!

Benefits of being a Star!

- Leader of Success Pin
- Consultant Locator Referrals from the company when you are a Star Consultant with a personal website.
- Profit level inventory to support your customers.
- Choose a Star price that corresponds with your star level each time you are a Star.
- Photo recognition in our unit newsletter.
- When you sell a Star, you are making money & put it in your family's pocket.
- You will be highly respected among your team's customers.
- You are setting the example of success for others in your unit and your team's activities.
- Stars earn and drive Free Mary Kay Cars!

This position could be yours! Join me as an Independent Sales Director!

Do you dream of making a difference? Changing women's lives? This position is for you! I am blessed with so many amazing opportunities and want you to be too! I'd love to tell you a little bit more about what it means to be a director. I know you have what it takes to be successful! Will you choose to step up and be a woman of influence? **You'll never be sorry you did!**

After every success comes... a new goal to reach for!

What is your next goal? Give me a call, and let's set a new one together.

Working your business consistently can bring you any reward you choose—the choice truly is yours! Isn't it nice to be in business for yourself, but not by yourself?

"People with goals succeed, and those without goals fail. It's as simple as that. The most first phrase you need, and then write that goal down and set a time limit. Don't let it be a dream. It's done!"
—Mary Kay, 1981

NOW THAT YOUR STARTER KIT IS HERE, ARE YOU READY TO JUMPSTART YOUR BUSINESS?

TO ACHIEVE A POWER START PLUS IN YOUR FIRST MONTH, COMPLETE 30 FACIALS & HAVE THE OPPORTUNITY WITH A PEOPLE LEARNER TO MEET 100 OF YOUR CUSTOMERS.

TO ACHIEVE A POWER START, YOU'LL WANT TO FACIAL 30 CUSTOMERS AND HOLD 16 TEAM-BUILDING APPOINTMENTS WITHIN YOUR FIRST MONTH.

TO ACHIEVE A PERFECT START, YOU'LL WANT TO FACIAL 13 CUSTOMERS IN A TWO-WEEK PERIOD.

Which Start Will You Choose?

Here's your First Challenge

Jumpstart Your Business with Our #1 Best Seller! Take the Satin Hands Challenge Today!

Satin Hands Challenge Instructions: Pamper yourself with our Satin Hands and then treat 25 women with the same! Script: "I've just opened my own business leading one-on-one with Mary Kay Cosmetics. As part of my initial training I need to get your opinion on our Satin Hands treatment? After you've demonstrated, say "The retail rate is \$25 - so, would you like one for..."

You're On Your Way!

You're almost a Team Leader! You need just 5 active personal team members, and to be active yourself!

REWARDS FOR BEING A TEAM LEADER:

- 9% to 13% Commissions
- Team Building Bonus (\$50)
- Team Leader Pin
- Eligible to go ON-TARGET for your own FREE Chevy Malibu or Cash

You are so close to completing your start!

Remember to place your order by March 31st!			
		You need whatever it is to finish your start this quarter!	
Choose which business price you'll claim this quarter!			

WILL YOU BE A Queen?

JUST \$36,000 PERSONAL RETAIL PRODUCTION FOR THE YEAR!

Servant Awards prove that dreams come true. They're an acknowledgment of all your hard work. A symbol of your success. So set your goal. Pick your Cinderella prize. And then get ready for one of the most exciting events of your life - Servant Awards Night. Onstage. Bright lights. Thunderous applause. You'll take your place among the stars.

CONSISTENT STAR WEEKS WILL PUT YOU IN THE QUEEN'S COURT OF SALES!

Thanks for Sharing The LOVE!

You are a valuable part of our unit, and I appreciate the investment you've made in your business, yourself, and towards the success of our unit! Let's keep painting the town pink, empowering women, and making each day a little brighter and more beautiful!

Did you purchase something new for yourself? We have such a great opportunity to try products at 50% off! We have guaranteed results from Mary Kay, so why not try something new? If it doesn't work, you haven't lost a thing! There are some great new colors to choose from, and who doesn't need a few extra supplements to keep your skin fresh right now? We sell more of the products we love, so that's an even better reason to try something new today- you'll probably sell 3 this week just telling your friends!

We have the highest customer loyalty of any cosmetic company! Isn't it wonderful to be a part of such a great company with great opportunities?!

Please make sure to submit your Weekly Accomplishment Sheets on Mary Kay Intouch!

I know you're out selling and I want to recognize you! It just takes an extra minute or two each week. Not only will you receive extra recognition for turning them in, it can also help you track your sales and improve your overall business. You can find instructions and helpful advice on Mary Kay Intouch on how to use this valuable tool!

Unit Community

We Keep You Connected. We Give You Peace Of Mind.
Visit www.unitcommunity.com for samples, pricing and details.