



Tammy Brown

1253 E 9th N

Rexburg, ID 83440

208-313-4220

tammybrown73@gmail.com

welcome to our unit

Hi and welcome! It's my privilege to be your Independent Sales Director and to mentor and encourage you as you grow your business. You've joined a strong group of Directors and Consultants who work this business with ethics, integrity and Mary Kay heart! When I started my business in 1996, the doors of opportunity opened wide. It has been a blessing to raise 4 children as a Mary Kay mom, achieve trips cars, prizes cash and fun! The friendships and personal growth were an extra bonus that have become my most cherished part of what this business has to offer. You are the boss. You set the pace. Reach out and let's connect. Share your dreams and concerns with me and together we can map it out. You can have it all and achieve any goal or dream with the Starter Kit you just received. This business is simple to learn. Everything you are right now is enough to begin and by plugging into the right voices and spending time with the right people you can learn every skill necessary to reach any level of success you aspire to. Congratulations and welcome to our Mary Kay family! Hugs, Tammy

set up your social!



Book your launch Party with your Director or Recruiter and let the fun begin.

Date: _____ Time: _____



Set up your personal Mary Kay website by logging into www.marykayintouch.com



Follow #marykayus on instagram

I recommend following these MK boss babes for additional inspiration in your business:

- | | | | |
|---------------|-------------------|-------------------|--------------------|
| @liacarter | @nsdhollilowe | @jamie_v_taylor | @happyhaddie |
| @randigleason | @lori_hogg_makeup | @mrsksharpe | @bridgetshaw_nsd |
| @stylinsarahv | @aurihathewa | @jklifesylebeauty | @nsdbliss |
| @muamalott | @kalibrigham | @rbpink | @makeupyourmind360 |



Request to join our Facebook group: www.facebook.com/groups/TAMMYBROWNUNIT
You'll find training here every Tuesday and lots of recognition and ideas



Check out our unit/s webpage: script, forms, news, education @ www.tammybrownarea.com



Attend local weekly unit meeting Wed evenings or visit with me about a meeting in your area



Dive into www.marykayintouch.com and your New Consultant Education today

Wednesday night

Local Rexburg Unit Event

WHEN AND WHERE

- 6:00-8pm Consultant Training and Skin Care Party for your guests. This is the place to be! You'll will receive: education, prizes, recognition, motivation, and weekly challenges. Bringing a guest weekly is a smart business practice! Your guest will be introduced to the products while you get an education.
- Location: 1253 E 9th N. Rexburg, Idaho

DRESS FOR SUCCESS

- Please observe Mary Kay Ashes's wishes when holding a skin care party or attending a unit events by dressing for success. Make sure to tell your guests that you'll be dressed for success but she is welcome to come however she feels comfortable.

PROFESSIONAL SETTINGS

- Please arrange child care for your babies and children at home. This is such a high energy positive atmosphere that you will return to your family super charged.
- Always be aware of your image, your attitude, and what you say. Welcome to our pink bubble where you can impact others for good while filling your own bucket!

EARN AND LEARN---See monthly agenda on our [website: tammybrownarea.com](http://tammybrownarea.com)

- There will be a skin care party or guest event held weekly during the meeting while consultant training is going on. On occasion there will be a theme night where we will do glamour or showcase other products. These can be found in the EVENT tab on our website.
- Please arrive at least 15 min. early to set up for you guests. Pick your guest up when possible so she feels comfortable coming in with a friend and we can begin right on time.

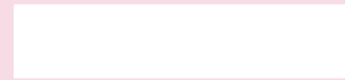
WHAT TO BRING

- Facial Packet for each model (guest): mirror, disposable washcloth, and cotton-round
- Paper Packet for each model: current closing sheet, sales ticket, profile card and pen.

BUSINESS OPPORTUNITY

We will share the business opportunity with any interested guest during and after the sales meeting. This will count as a sharing appointment towards your **GO SHARE goal!**

10 miracle set Customers



10 Miracle Set Customers
X \$116

\$1160.00
X.50 Profit



\$580
Profit

practice makes Progress

BOOKING TEXT EXAMPLE

“Hey Maria! It’s Lia! How are you? I wanted to see if you would be willing to help me with something? I just started my new Mary Kay business and I need faces to practice on so that I know what I’m doing! LOL:) The products you would be using are high quality-much like what you’d experience at a spa. I can’t believe how they have already changed my skin! Would you have time for a quick 45 min. facial in the next 10 days? Would a weekday or weekend work best? And, as a thank you, I’d love to gift you with 50% off of a mascara.

Pro Tips

Check out our website for more booking scripts and tips for coaching your guests

Make sure you never book someone else’s customer. If she uses the products thank her for loving MK and refer her back to her consultant with a smile!

OFFER TWO CHOICES AT A TIME:
--DAY TIME OR EVENING?--
--6 OR 7 PM--
--WEEKEND OR WEEKDAY--

LAUNCH PARTY SCRIPT

I’m so excited to pamper you! My first party is on _____@_____. I’d love for you to be there. We are going to focus on skin care and a fast flawless finish. There is no obligation to shop and the pampering is complimentary. May I count on you to be one of my first guests and reserve a seat for you?

FACIAL SCRIPT

Hi _____, this is _____. Do you have a quick minute? I wanted to give you a call and let you in on some exciting news! I’ve started my own business with Mary Kay and would love to share the products with you, get your opinion and treat you to some pampering. Have you ever used Mary Kay Products?

IF SHE ALREADY USES THE PRODUCT, FIND OUT WHO SHE GETS THEM FROM AND GRACIOUSLY REFER HER BACK TO HER CONSULTANT GOLDEN RULE WINS :)

ALWAYS BOOK A FACIAL TURN IT INTO A PARTY

What usually works best for you, day time or evening? Ok, I am available _____and _____. Which is better for you? Great I’ll pencil you in (set the time) _____ most women enjoy this experience more with friend or family and it doesn’t take any longer for 5 people to try the products. PLUS when you share with friend or family you can earn a thank you gift from me. Can you think of a few people in your life that would love to join you? **I USE THE \$75 FOR \$35 PROMO**

We are going to have a blast! Call your friends and when they confirm that they are coming, shoot me a text with their names and phone numbers. I’ll reach out to make sure they are comfortable and excited. You guys are going to get a fun customized experience. Thank you so much!

GO SHARE!

Time to share with your girls! Let's do six! Use the script below once you've booked a facial or beauty experience with them. I'll jump on zoom or a quick face time with you if the are long distance or we can meet in person. Be sure to let her know this is part of your education and that I will be coming to share.

I'M SO EXCITED ABOUT THIS BUSINESS AND THE AMAZING WOMEN I GET TO WORK WITH. I'VE SET A GOAL TO SHARE THE MARY KAY STORY WITH 6 WOMEN THIS WEEK. IT'S PROBABLY NOT FOR YOU AND THAT'S OKAY. COULD I SHARE RIGHT AFTER OUR FACIAL OR OVER A CUP OF YOUR FAVE WARM DRINK?.

1.....

2.....

3.....

4.....

5.....

6.....

40/60 SPLIT

Let's talk
about money
management

IF YOU HAVE \$200 IN RETAIL SALES



Remember to add sales tax to you retail sales based on where you live by multiplying the total retail value by tax amount. For example in Idaho it is 6% so $\$200 \times .06 = \12 Tax for a total collected of \$212