



Everything you need and want to know can be found on the **Mary Kay InTouch Web Site**. It's a wealth of information and training for all Consultants, at all levels! I recommend that you browse the Education section of InTouch. You'll find Director & Consultant Training, videos, training programs, and train documents. All of the information in your New Consultant Welcome Packet will supplement what you learn through InTouch. Remember, a Doctor would never think of going into practice without receiving an education and training. You are a Professional, as well. Take responsibility for your training and preparedness.

You will have lots of opportunities to learn and take advantage of training events weekly, quarterly and annually. These events will give you the opportunity to learn from those who have experienced success in their MK Businesses – learn from THE BEST! Your Weekly Success Meetings are available for you to plug into for training, motivation, encouragement, guidance and inspiration. If there was one thing I could make mandatory (and I can't), it would be that you attend this weekly success training. Those who "show up, go up".

List of MK Terms (this is just a start to the MK Lingo you will learn):

**Pearls of Sharing Appointments** – when you share the MK Business Plan information with 3 – 6 of your friends, with your Sales Director, for your New Consultant Training.

**Perfect Start** – Pampering 15 Faces in 15 Days.

**Power Start** – Pampering 30 Faces in 30 Days.

**Power Start Plus** – Pampering 30 Faces in 30 Days and sharing the Business Plan with 3 – 6 of your friends, with your Sales Director

**Active Status** – Means you have placed a minimum \$225 Wholesale Order in one calendar month within the last 3 months (you can place several orders, as in Customer Delivery Service orders, to reach the \$225 amount). The Company will know you are actively working your business when you maintain an Active Status. Active Status is required to receive monthly Team Building Commissions, and it allows you to place orders at the 50% discount in the next 2 calendar months, regardless of the size.

After not placing an order for 6 months, you will be considered terminated (inactive) by the company and will no longer receive the Applause Magazine, will not be able to sponsor a new Team member, and/or attend Company events. However you will not be completely removed from the Company register until after 12 months of not placing a minimum \$225 Wholesale Order.

**Preferred Customer Program** – A direct-mail marketing program provided by the Company to all Consultants. You can enroll all of your clients to receive the current Look Book, directly from the Company, for the small amount of \$.70 per book. Enrollment is completed four times a year and is not automatic. You can enroll your clients prior to each deadline: January 15, April 15, July 15 & October 15, on the Mary Kay InTouch Web Site. You can learn more about this program, the benefits and enrollment dates on InTouch, under Business Tools. All Consultants who participate in the PCP, can order the newly launched, quarterly products, 5 days earlier than everyone else!

**Marketing Plan, Business Plan, Career Talk, & Interview** – all of these refer to sharing the business opportunity and business plan information with prospective team members. Generally this is done in a face to face, or on the phone situation. However, the MP can be shared at Weekly Success Meetings, Guest Functions, and special events.

**Star Consultant Status** – Refers to Quarterly Company Recognition Program for all Consultants who order a minimum of \$1,800 in wholesale products, during the quarterly contest period. Consultants earn prizes based on the level of Star they reach. Quarters are December 16 – March 15, March 16 – June 15, June 16 – September 15, September 16 – December 15. Once the Quarter is over, every starts all over again, having the opportunity to earn one individual prize for each Star Status achieved.