



CAHILL ROCK STARS NEW CONSULTANT CHECKLIST

FIRST WEEK – Earn a Satin Lips Set for your Starter Kit

- Log on to InTouch website – www.marykayintouch.com. (register with your Consultant Number and a password you create);
 - Set up your Personal Web Site – just \$30 for your first year as a New Consultant & Create your FREE Mary Kay eMail Address
 - Order Business Building Kits – Business Cards, Product labels, Address Stamp (be sure to put your Personal Web Site and MK eMail Address on your cards)
- Open a MK Checking Account, with a Debit Card attached to it (just needs to be a personal checking account)
- Set Up Pro Pay Account to process credit card payments (you'll need your MK Checking Account's routing numbers)
- Listen to the "Stacy James inventory Options" CD; or visit www.nsdstacyjames.com and listen to the Inventory Options recording before your Welcome & Money Management Appointment. Review the Financing Options section of this New Consultant Welcome Packet.
- Organize your Starter Kit Bag. It's like Christmas!!!
- Change your personal cell phone voicemail to a professional message.
- Complete your Welcome, Goal Setting & Money Management appointment with Michelle.
- Make a wise inventory decision, discuss with Michelle, and place your first Product Order. DO NOT place an order before reviewing what you want with Michelle. She will help you customize your order based on what sells best.
- Make a list of 35 names of women you want to share our products with. Star 15 of these women you'd like to complete your Pearl of Sharing training with. Use the "Who Do I Know" worksheet to develop your list of 35 people.
- Make 10 Booking calls or texts, each week.
- Book your first 8 Parties for the first month of your business.
- Request to be added to the Cahill Rock Stars Unit Facebook page; add yourself to the James Area Social Group on Facebook; add Michelle Jandreau Cahill and your Sponsor as a friend on Facebook.
- Set up your MK Business Facebook Page – review the Digital Playbook (Under Education) on MK InTouch to set up MK Social Publisher
- Attend your first Weekly Success Meeting to be introduced and Pinned as a New MK Beauty Consultant, bring 3 friends to participate in the Skin Care Class, and take notes. Wear your MK Pin for a week! See the results!
- Watch a live Skin Care Class/Party with your Recruiter or Director – this can be done at your 1st Success Meeting.

SECOND WEEK – Earn a Foundation Primer for your Starter Kit

- Attend the next scheduled New Consultant Orientation @ Michelle's home. This is a one-time orientation.
 - Print out and fill in a Weekly Plan Sheet for 6 weeks and review them with Michelle.
 - Bring a notebook to take notes.
- Hold your Launch Party with a minimum of 5 guests, within 2 weeks of starting your new MK Business.
- Make 10 Booking calls or texts.
- Attend your second Weekly Success Meeting, bring 3 friends to participate in the Skin Care Class, and take notes.
- Follow up with your first 8 Parties Booked, using successful Coaching Techniques.
- Start your Pearls of Sharing Training by listening to Michelle share our MK Marketing Plan with 3 of your friends – you'll earn your Pearls of Sharing Earrings.
- Listen to the Million Dollar Hot Line: 641-715-3900, access code 26717#. There is a new message every day – make it a point to listen as often as you can!
- Sell \$100 in MK Product in 1 day – that's a WOW Day. Report it to Michelle via Email or Text.

THIRD & FOURTH WEEK – Earn an Under Eye Corrector & Lash Primer for your Starter Kit

- Continue your Pearls of Sharing Training by listening to Michelle share our MK Marketing Plan with 3 more of your friends - you'll earn your Pearls of Sharing Bracelet.
- Make 10 Booking calls or texts each week.
- Pamper 15 faces (Perfect Start) within 15 days of starting your Business and earn the PS Charm & Bracelet; pamper 30 faces (Power Start) within 30 days of starting your Business and earn the Crystal PS Charm & Bracelet; pamper 30 faces and listen to 6 Marketing Plans within the first 30 days of starting your Business and add the Crystal PSP Charm.
- Attend your third and fourth Weekly Success Meetings, bring 3 friends to participate in the Skin Care Class, and take notes.
- Submit your Weekly Accomplishment Sheet to Michelle on the InTouch website each Sunday evening for your first month in business.
- Fill out the Personal Survey and return to Michelle.
- Visit our Rock Stars Unit Website: www.cahillrockstars.com
- Reread and review the "Start Something Beautiful" Magazine. It's a great guide to your new business. Watch the DVD that you received in your Starter Kit, for Skin Care Class techniques.
- Track your mileage (use a checkbook register) for a month.
- Be a STAR CONSULTANT in your first month as a Consultant!
- Complete your Color Confident & Skin Care Confident Certifications. You can find this on InTouch, under Education.
- Sell \$100 in MK Product in one day – that's a WOW Day! Report it to Michelle via email or text.
- Read Mary Kay's Autobiography.
- Hold your 2nd & 3rd MK Parties with 3 or more guests.