

# My Next Best Steps Checklist



- \_\_\_ 1. Go to [www.facebook.com/circleofexcellence](http://www.facebook.com/circleofexcellence) and "LIKE" our unit page and leave your first positive MK pertinent post. Remember to check daily.
- \_\_\_ 2. Send a picture of yourself and a picture of your family to your director through email. This will be used in her unit correspondence.
- \_\_\_ 3. Create your **Contact List** of 75 people you know who have Skin. (See enclosed list in Business Debut section.)
- \_\_\_ 4. Listen to the Welcome and Inventory audio/video files in the New Consultant section of our unit website at [www.bethaustin.info](http://www.bethaustin.info) and discuss your inventory decision with your Director before placing your first order. There are options for earning up to \$800 in FREE product!
- \_\_\_ 5. Establish an **email** address, if you don't already have one. (Refer to the Communication Tools Section).
- \_\_\_ 6. Go to [www.thepinkplan.com](http://www.thepinkplan.com). Fill out the Business Plan. Email your director a copy.
- \_\_\_ 7. Consult with your Director and set a date for your **Business Debut or Power Start Plus**. (Refer to the Business Debut Section for more information.)
- \_\_\_ 8. Discuss your **New Consultant Education** with your Director.
- \_\_\_ 9. Complete your **first steps** in setting up your business:
  - \_\_\_ Go to [www.marykayintouch.com](http://www.marykayintouch.com) to set up your account.
  - \_\_\_ Set up your free 'marykay' email forwarding address. This links to your regular email.
  - \_\_\_ Complete the online questions for a free customized look! This is over \$100 in free product with your qualified initial order.
  - \_\_\_ Set up your Mary Kay website for customers to shop 24/7. This is only \$25 for your first year (1/2 price).
  - \_\_\_ Enroll 15 customers to receive a free mailing.
  - \_\_\_ Order your business kit with checks, business cards, labels, etc. through MKConnections (link on your Intouch home page) beginning at low introductory rates. \*You will want to set up a separate MK checking account. Order your **MK Beauty Coat** for your uniform. (Sizes run a little large) You might consider the Wheeled Cosmetic Carrier and Color Slip-On Case as well.
  - \_\_\_ Send out the free MK E-card Business Announcement to family and friends and those on your contact list.
- \_\_\_ 10. Attend your first **Weekly Success Meeting** with a friend or family member. Have her explore more about the Mary Kay opportunity (such as a youtube video, cd, or dvd) prior to attending.

*"Excellence is the result of caring more than others think is wise; risking more than others think is safe. Dreaming more than others think is practical and expecting more than others think is possible"*