

10 Steps to Your Red Jacket:

1. Attend all functions: Weekly meeting is a **MUST**, by attending you show support for your Director and Sister Consultants, plus a guest is bound to be more impressed when she sees a full room of people excited about there business.
2. Have a Daily, Weekly, Monthly, Yearly Goal: This is important in all aspects of life, health, wealth, family, business, spiritual, and social. Where do you want your business in 1 month (on-target star consultant, 3 new people, 5 appointments each week?)
3. Say Daily Affirmations: Every Day, in Every way I get better and better. Everyone I meet is a prospect for my products or services. I am healthy, I am happy, I am enthusiastic!
4. Have goal posters in your office, car, on your mirror, work, etc. reminding you of your goals. Don't forget to put one on the refrigerator
5. Evaluate your appearance: Which areas would you like to improve? Start walking, exercise, Get a new hairstyle, try a new hair color, Start paying attention to your wardrobe. Dress professional more often, and let your make-up reflect your career.
6. Organize your family: Make them realize you are serious about this career. You can do this by disciplining yourself. Be willing to give up a TV Show to service your customers and book classes (Why not tape it & watch it after prime phone time) Talk with your family about your goals for the family-
Like vacations paid by Mary Kay \$\$\$.
7. Complete your weekly accomplishment sheets & submit them to your Director: Write your goals in pencil and when you finish them, fill them in with pen. Determine how much you earn from your classes, re-orders, facials so you know when you are improving
8. Read Career Essentials & Finish those Vouchers, You get a "Do Over" everyday. Listen to training tapes, cd's, education, motivation constantly. Take That Mental B.A.T.H. Daily-no stinkin' thinkin!
9. Organize your office: It is simple. Use shoeboxes, manila envelopes, Use voice mail or an answering machine. Make the message short , sweet, and businesslike.
10. Go To Work: Talk to people daily. Practice, Practice, Practice. It will become easier. Hand out business cards. Put them with bills, give them to a cashier, hand out samples and books make sure everything has your name, ph# and website! Always get referrals and prospective customers. remember to Smile :) It's contagious and a great warm chatter tool. People like to be around, positive, happy people. Attitude is 98% of your business. Mary Kay always said, "You can do all things right with a wrong attitude and fail, but with the right attitude you can do things wrong and succeed".