

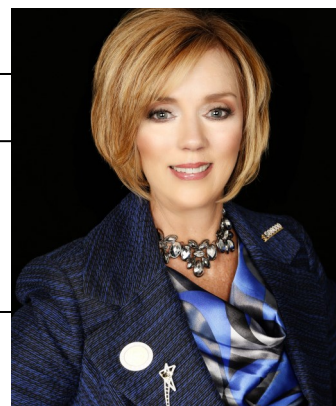
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## Elizabeth Elder

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Dear **NEW** Excelling Eagle,

Congratulations on your decision to become a Mary Kay Independent Beauty Consultant! I truly believe the reason for our success now and in the future can be traced to one common factor: quality people like you! Welcome to our fabulous unit!



Our unit number is M223. We are in the Ruby Go Give Seminar.

I love this business because you never stop learning, and the opportunities with Mary Kay are unlimited! Because the beginning of your business is so important, I strongly urge you to start scheduling and holding parties as soon as you receive your showcase. What you lack in experience, you can make up for in enthusiasm!! The first few weeks in your Mary Kay career can really set the pace for your future — so my recommendation is to take hold of **every** piece of training material, every training event, every workshop, every success night, every CD, every video, and every book! Be a sponge as a new consultant!

New Consultants in our Unit all start the same, with the same exciting decisions you are about to embark upon! In this packet, you will find some valuable information. Please read this packet and complete the 'Consultant Profile' page and bring it with you to your **New Consultant Orientation** along with the contact list on the 'But Who Would I Sell To' page. Again, this is designed to get you off to the **best** possible start by taking you through your first business decisions! I don't want to wait a single minute on sharing the success with you that this company has to offer!

Besides this initial Welcome Packet, another key ingredient will be our **"playing ball"** together during your first 60 days! That's right! Let's PLAY BALL! I'll start by throwing you the ball in the form of a "challenge". When you complete the challenge and call me back, you have then thrown the ball back into my court and we can play the game! I look for new consultants whom I "play ball" with to stay plugged in to the following: 1.) Attending their local sales meeting 2.) Turning in weekly accomplishment sheets 3.) Returning phone calls and emails 4.) Participating in Area Workshops. All of these systems are designed to **empower you** with exactly the right tools to be successful!

I am so excited for you! I care about your future and I am committed to helping you succeed! As always, my love will be unconditional in your career! As we continue the growth and success of our unit, I will always match my time with your interest, effort and dedication to your business! **So, are you ready to play ball?**

I am really looking forward to building a successful business relationship with you! Heads up! *It's time to catch the ball!*

Believing in your success,