

the Bee is the Key

Grit with Grace Goelzer Area Pacesetters

Hosted by NSD Heidi Goelzer

& the Goelzer Area Directors

Mondays from 7pm-9pm Central

September 10 | September 17 | September 24 | October 1

Fall 2018

WELCOME!

Be sure you are in the
“Grit with Grace Fall Pacesetters”
Group on Facebook!

You will find the weekly links there.

“The only place success comes before work is in the dictionary” - Mary Kay Ash

Dear Women of Excellence.

Your Sales Directors & I are so humbled, honored, and excited that you have committed your time, money, energy, and heart into this 4 week Pacesetters course. I still remember my first Pacesetters—I was a new consultant & it was life changing. I learned great business habits that have served me well throughout my 20 year career!

I believe that one of my jobs as your National Sales Director is to:

Stretch your belief & your thinking

To empower you to see beyond today

To truly believe & understand that with God's blessing you can have so much more freedom, flexibility, & even JOY in your life & business

Will this 4 week journey be easy? **Probably not** - but what is easy is seldom worth it! I pray that you are willing & ready to learn, grow, & work to change your lives and the lives of the people God has entrusted to you!

Here are some suggestions to make you're **Grit with Grace** Pacesetters experience INCREDIBLE!

- Our session will begin right at 7:00pm CST. I would plan on being at your computer (or whatever device you are using) a few minutes before hand so you have clicked the YouTube link and are ready to go!
- Show up each week and EVERY day with a positive attitude of EXPECTANCY, knowing that you are in the RIGHT place. Do not take anything personally. It is your job to receive the information on your end from the place it was intended—with LOVE, the desire to see you grow, and for YOUR BEST FUTURE!
- Have your snacks and drinks already by your side so you don't miss a thing!
- Get caffeinated. I know it's a long session. You will be sitting for two hours straight. We need you alert, awake, & giving us feedback! Post to our Pacesetters Facebook group as we go along!!! Post your a-ha's there! So grab your Starbucks, your double shot Red Bull, extra dark chocolate—whatever it is that gives you that KICK!
- **Technical difficulties DO happen despite our best efforts.** If something were to disconnect the link please pay attention to the Pacesetters Facebook group for a new link or instructions!
- Please make sure that you are in the “Grit with Grace Pacesetters” Facebook group—this link has been emailed to the address you provided when you registered. If you are having trouble accessing the group - please reach out to your Sales Director. This group is the main way that we will interact. If you don't have Facebook - GET IT :) ***THE YOUTUBE LINK WILL CHANGE EACH WEEK & THE ANNOUNCEMENT POST OF THE FACEBOOK GROUP IS WHERE YOU WILL FIND IT 12 HOURS PRIOR TO EACH EVENT.
- If you have children, please get coverage so your attention is not divided and you can receive what you need. Yes, even angel children :)
- You won't need a notebook - you can take notes right here in this workbook!
- Per my National Sales Director contract. PLEASE DO NOT RECORD ME IN ANY WAY. Snapping photos of me online are great so long as you make me look fabulous! (LOL). We will have recordings and scripts we go over made available to you.
- We will end at 9pm CST or earlier each night (We will do our best to stay on time).

Last but not least, know from the bottom of our hearts that when we do this 4 week series, we are committed to your success. We don't give 100%- we give it 3,000%. We will be doing everything necessary to ensure that you are supported, encouraged, and trained. We will read every Facebook post, every voucher sheet, & we will put off other things in order to do THIS thing!

Want to know my point in telling you all of this?

Your Sales Directors are willing to give you THEIR ALL. Would you thank them - not with your words - but instead by giving YOUR BUSINESS (which really affects YOUR FAMILY & THE LEGACY YOU'LL LEAVE YOUR CHILDREN) your ALL? God has given us all the ability to do great things with our lives - so let's DO IT!!!!

The highest compliment you could ever give us would be for us to see you begin this year with your business in a BETTER place because you went ALL IN with this program! SNSD Pam Shaw said "You can begin a diet in the middle of a bag of potato chips!" It's so true! It's time you do this for YOU!

I'm excited to partner with you as we race towards YOUR SUCCESS (& your red jacket ... career car... directorship... or whatever is your heart's desire!!!)

Love & Belief in you,

Heidi Goelzer & the Goelzer Area Directors

*"When your passion & purpose are greater than
your fears & excuses you will find a way!*

-SNSD Lisa Madson

MEET NSD HEIDI GOELZER

Heidi became an Independent Beauty Consultant in July of 1997. After her husband Christopher, a Lutheran pastor, graduated from the seminary she made the decision to quit her teaching job to stay at home with her two small children and live on love. Heidi quickly realized that she wasn't good at staying home, as she did not like to cook, clean, decorate, and do all the things expected when one stays home.

Heidi was reluctant to start her business because she had never sold anything before, but she was excited to have some adult time. From a \$7 first party she went on to earn the use of her first Career Car 10 months later. Heidi realized that anyone could be successful in Mary Kay if they were willing to do the work. She went on to debut as an Independent Sales Director in 1998 and debuted as a National Sales Director in 2012.

Some of her career highlights include:

- Heidi has earned 9 cars—7 of them being the prestigious Pink Cadillac
- She has completed the National Court of Sales
- Heidi's unit was #1 in the State of WI
- She has lead her unit to complete the
 - \$300,000 Unit Club
 - \$350,000 Unit Club
 - \$450,000 Unit Club
 - \$500,000 Unit Club 4 times
 - \$650,000 Unit Club 4 times
- As a Sales Director, Heidi earned the Top Director Trips 4 times, traveling to Greece, Sweden, Spain, & Maui
- She has been a STAR consultant every quarter but 1 until debuting as an NSD (59 stars!)
- She has been on NSD trips to Beijing, Maui, London, Portugal, Spain, Argentina & Rome
- Taught the new NSDs from *around the world* at New NSD Scholar Week

In addition to the all-expense paid trips from Mary Kay Heidi and Christopher had an opportunity of a lifetime to take Christopher's parents to Paris, fulfilling a life-long dream of her mother-in-law. She has also earned through her Mary Kay business a trip for her husband and son to hunt in the Arctic Circle, trips to Disney World, Virginia Beach, and Alaska four times for her family.

The Goelzer Area achieved Gold Circle their first 2 years as a National Area.

Heidi is married to Christopher, a Lutheran pastor, and they have 4 fabulous children

- Charis who is 24 and the youngest Sales Director to debut in her National Area (married to Paul, they have our first grandchild—Theo!)
- Nathanael who is 21 (engaged to Madi)
- Anastasia who is 16
- Gabriel who is 8

Heidi loves that God has given her the Mary Kay opportunity lead the Grit with Grace National Area where we empower women to grow SPIRITUALLY, EMOTIONALLY, & FINANCIALLY.



QUESTIONS FOR MY SALES DIRECTOR

Week One

MK History & Culture

Career Path

Generating Leads

Booking

AHA

BFO

WOW

WOM

WOY

Grit with Grace Pacesetters Introduction

Goals of this Pacesetters:

Grow in your _____

Grow in _____
For _____
For _____

_____ has been found to play an _____ role in
people's _____ from _____
to _____ to _____ to _____
and every other walk of _____.

Grit Factors:

1. _____ +
2. _____ +
3. _____

(Francis Colton)

A *gritty* person always has a _____ and _____
beyond _____ and immediate _____.

Grace is _____

From _____ to _____

From _____ to _____

_____ ourselves

Mary Kay History & Culture

Mary Kay Ash: 1918-2001

Mary Kay Ash was the _____
in American Culture. Her ideas bold and her actions were revolutionary.



As a young girl Mary Kay had many responsibilities. Through it all she would rely on her mother to give her guidance. Her mother always told her, “_____ _____
_____, Mary Kay. _____ _____.”

As an adult, Mary Kay would pass that spirit on through a remarkable company that would inspire millions of women for generations to come,

Mary Kay would always say, “It’s never too late to be what you might have been. Make today the first day of the rest of your life and start planning how that life is going to be lived.”

At the age of 45 in _____,
Mary Kay started her dream company: Beauty by Mary Kay. This company was based on the principles of the Golden Rule, prioritizing your life faith first, family second and career third and praising people to success.



With Mary Kay’s grit and determination she grew this company to one of the largest direct sellers of skin care and color cosmetics in the United States.

Mary Kay History & Culture

Fortune Magazine recognized the company as one of The 100 Best Companies to Work for in America and also named Mary Kay Inc. one of the 10 best companies for women.



1. *The Golden Rule:* Do unto others as you would want them to do unto you.

2. *God First:*

3. *Putting Family before career*

4. *Nothing happens until somebody sells something:*

Mary Kay has made the commitment to be the world's finest _____ - _____
skin care organization.

*"Help enough people get what they want from this wonderful opportunity,
and you will be rewarded a hundredfold." - Mary Kay Ash*

Mary Kay Career Path

1 ■ as an independent beauty consultant you could:

- Earn profits based on retail sales
- Earn rewards to help you build your business
- Earn \$50 Team-Building bonuses

2 ■ as a star consultant you could:

- Receive special recognition
- Earn fabulous prizes
- Earn \$50 Team-Building bonuses

“BEAUTY CONSULTANT – EARNING MY _____ IS MY NEW BAR”

5 ■ as a team leader/future independent sales director you could:

- Earn profits based on retail sales
- Earn a 9% or 13% commission on wholesale orders of personal team members
- Earn \$50 Team-Building bonuses
- Earn the use of a Career Car or select the Cash Compensation option

“TEAM LEADER – 7, 6 OR 5, IT’S ALL ABOUT THE _____”

“DIQ – ALL IN WITH 8, IT’S SUPER _____”

8 ■ as an independent sales director you could:

- Earn profits based on retail sales
- Earn personal team commissions of 4%, 9% or 13%
- Earn 9% or 13% unit commission
- Earn a Personal Team-Building bonus of \$100 or more
- Earn a Unit Volume bonus of \$500 or more
- Earn a Unit Development bonus of \$400 to \$1,000
- Earn a Star Consultant bonus of \$300 or more
- Earn a Wellness Award bonus of \$800, \$1,300 or \$2,000
- Earn the use of a Career Car or select Cash Compensation option

“SALES DIRECTOR – START WITH 24 TO EARN _____, TRIPS AND MORE”

■ as a senior beauty consultant you could:

- Earn profits based on retail sales
- Earn a 4% commission on wholesale orders of personal team members
- Earn \$50 Team-Building bonuses

“SENIOR CONSULTANT – 1 OR 2, IT’S UP TO _____”

■ as a star team builder you could:

- Earn profits based on retail sales
- Earn a 4% commission on wholesale orders of personal team members
- Earn a \$50 red jacket rebate
- Earn \$50 Team-Building bonuses

“RED JACKET – 3 OR 4 AND LOOKING FOR _____”

■ as an independent national sales director you could:

- Earn personal team commissions of 4%, 9% or 13%
- Earn personal unit Sales Director commission of 13%
- Earn NSD commissions of 10% on personal unit wholesale
- Earn 9% commissions on first-line; 4% on second-line; 2% on third-line offspring units
- Earn 2% commission on top 10 fourth-line and beyond units affiliated and unaffiliated with NSD offspring
- Earn a \$1,000 and \$5,000 bonus for new first-line Sales Directors
- Earn \$10,000 annual bonus for development of new NSD offspring
- Earn \$200 to \$800 quarterly Leadership Development bonus on units in 1st – 3rd affiliated and unaffiliated area
- Earn the use of a pink Cadillac® with a choice of options or select the Cash Compensation option
- Enroll in the Family Security and Great Futures programs

■ in the career car program, you could earn the use of a:

- Grand Achiever Career Car
- Premier Club Career Car (Sales Director)
- Cadillac® Career Car (Sales Director and NSD)
- Or select the Cash Compensation option in lieu of a Career Car

Please take personal responsibility for your own business and promotion by knowing all the nitty-gritty details. You can find them at:
www.maykayintouch.com > Resources > Publications > Advance Brochure (PDF)

Generating Leads

Remember:

1. Book _____
2. Get _____
3. Book _____
4. Leads are people _____

Here's how to make lead generating work for you!

1. Consistency - _____ improves your skills.
2. Volume - be willing to work with _____ to get your desired results.
3. High Expectations - every day we expect a _____.
4. Mindset - You are _____ women who _____ this product or this opportunity!!!

Look the Part!

1. _____
2. _____
3. _____
4. _____

Choose Courage OVER Comfort

Lead Generating Ideas	Supplies Needed
	Lipstick Samples Bag Cards Mint/Candy
	Goody Bags Flowers (Real/Wooden) Entry Slips Pens
	Vases Entry Slips Pens Sign Washi Tape/Tulle/fake rocks
	Goody Bags Flowers (Real/Wooden) Entry Slips Pens

Generating Leads ... scripts for success

Honoring working women

Hey! We are honoring ladies that are working today. Are you working? :) You get a rose! Which color do you want? How many ladies work here? We can give them roses too! We are also giving away pampering sessions, so you can enter for them right here! (start convo while she fills out—build connection)

Sparkle & Shine!

Start a casual convo—be normal :) I'm a MK consultant. Can I give you a sample? It's a lipstick sample and when you text me a selfie, you go into a drawing for a \$50 sparkle & shine package! Oh, and hey girl, what's your number so I know who you are when you text me? :)

Facial Vases

Hi! I am giving away 100 pampering sessions this month! Can I leave this here for ladies to enter to receive them?

Awesome! I will be back in a few weeks to check and see who has entered. Oh, and how many women work here? I'll bring a gift for everyone when I come back. Thank you!

Booking the Customer Appreciation

May I speak with the manager or owner please?

Hello, I'm (your name) and I'm a local business owner with Mary Kay! I am looking to partner with (stores/restaurants) in the area and do Women Celebration Nights! Have you heard of them before?

What I do is honor the women that come in! I stand right outside and give each woman a rose and they can also enter my drawing! I give away a gift card to your business which I purchase and I also give away MK prizes like pampering sessions and free product. When would be a good day for me to come in?

At the Customer Appreciation

Welcome to (place)! Tonight's Women's Celebration Night so you get a rose! Which color do you want?

We are also doing a drawing for a gift card to (place) and MK pampering packages!

Booking

Bookings are the _____ of our _____.
When you are _____ of bookings you are _____
_____.

Two ways to keep your calendar full:

1. _____
2. _____

Phone Call System:

Sales Statistics:

- 48% of Sales Reps never follow up with a prospect
- 25% make a 2nd contact and STOP
- 11% only make 3 contacts and STOP
- ONLY 10% make more than 3 contacts
- 2% of sales are made on the 1st contact
- 3% of sales are made on the 2nd contact
- 5% of sales are made on the 3rd contact
- 10% of sales are made on the 4th contact
- 80% of sales are made on the 5th to the 12th contact!

Bookings from Bookings System:

Set the stage for booking from the party right from the beginning.

1. _____
2. _____
3. _____
4. _____
5. _____
6. _____

The Head Game of Booking

What are your thoughts about booking?

What are you expecting?

What s your body language?

New Consultants...

Calling friends, family, & Customers

Day 1: G1 (Getting Started)

Voicemail Message 1

Hi _____! How are you?! Okay, random question, so I am now a Mary Kay beauty consultant and part of my training is to give 30 women a free pampering session in my first month! Is there any chance you can be one of my 30? Contact me ASAP and we can go over all the details! Talk to you soon!

Text 1

Hi _____, it's _____! I just left you a voicemail! Okay, random question, so I am now a Mary Kay beauty consultant and part of my training is to give 30 women a free pampering session in my first month. I can't wait to fill you in on all the details! Give me a call or shoot me a text when you get a chance!

Day 4: G2

Voicemail Message 2

Hi _____! I wanted to follow up with you about your free pampering session! It's totally free, lots of fun, and I think you would love it so I'm looking forward to getting together with you! Please contact me when you can, and I know you are super busy so I will follow up with you in a few days if I don't hear back from you. Talk to you soon!

Text 2

Hi _____, it's _____! I just left you a voicemail and wanted to make sure you received it! You were on the top of my list for a free pampering session! I can't wait to share more details with you! I know you are super busy so I will check back with you in a few days if I don't hear back.

Day 7: G3

Voicemail Message 3

Hi _____! I'm just following up with you one more time about your pampering session! I'm still working on my 30 faces and I would love your help! If I don't hear from you, I will assume you are super busy right now and make a note to touch base with you in a few months. Have a great rest of your day!

Text 3

Hi _____! I'm just following up with you one more time about your pampering session! I'm still working on my 30 faces and I would love your help! If I don't hear from you, I will assume you are super busy right now and make a note to touch base with you in a few months. Have a great rest of your day!

If she answers the call...

Hi _____! I'm so glad I was able to reach you! How are you?! Okay, random question, so I am now a Mary Kay beauty consultant and part of my training is to give 30 women a free pampering session in my first month! Have you experienced MK before?..... It includes a deep cleansing and anti aging instructional facial, a hand and lip exfoliation treatment, and a perfect color match for your foundation! Isn't that awesome?!?..... What would work better for you? weekday or weekend? (keep giving 2 choices until it's narrowed down)

Great! Here's my address!

Just a couple quick questions for you... 1- Is your skin more normal to dry or combination to oily? 2-Do you have any skin concerns you would like me to address? 3-I'll be putting together a little goody bag of samples for you to take home. Would you prefer skin care or cosmetic samples? Great! I'm so excited for your pampering session on (date & time)!

Thank you for helping me out with my 30 faces goal, and if you think of anyone who could join us that would help me reach my goal faster.

Referrals...

From your Customer Profile

Day 1: R1 (Referral)

Voicemail Message 1

Hi ___! This is ___ with MK! You don't know me, but I'm a friend of ___! She and I had gotten together for a MK pampering session and she loved it so much she thought you would like on for free as well as a gift from her! I can't wait to give you more details! Contact me at _____! Talk to you soon!

Text 1

Hi ___ This is Melissa with Mary Kay! I don't think we know each other, but I'm a friend of __! She and I got together for a Mary Kay pampering session (sounds fancy, right?! She LOVED it so much she thought you'd love one too! Text or call me when you get this and I'll give you the info to redeem your free gift and pampering session!!

Day 4: R2

Voicemail Message 2

Hi _____! I wanted to follow up with you about your free pampering session! It's totally free, lots of fun, and I think you would love it so I'm looking forward to getting together with you! Please contact me when you can, and I know you are super busy so I will follow up with you in a few days if I don't hear back from you. Talk to you soon!

Text 2

Hi _____, it's _____! I just left you a voicemail and wanted to make sure you received it! Contact me ASAP for the details! I know you are super busy so I will check back with you in a few days if I don't hear back.

Day 7: R3

Voicemail Message 3

Hi _____! I'm just following up with you one more time about your pampering session and gift! If I don't hear from you, I will assume you are super busy right now and make a note to touch base with you in a few months. Have a great rest of your day!

Text 3

Hi _____! I'm just following up with you one more time about your free pampering session and gift! If I don't hear from you, I will assume you are super busy right now and make a note to touch base with you in a few months. Have a great rest of your day!

If she answers the call...

Hi _____! I'm so glad I was able to reach you! This is ___ with MK! You don't know me, but I'm a friend of ___! She and I had gotten together for a MK pampering session and she loved it so much she thought you would like one for free as well as a gift from her! Isn't that awesome?!? Have you experienced MK before?..... It includes a deep cleansing and anti aging instructional facial, a hand and lip exfoliation treatment, and a perfect color match for your foundation! I'm so excited for you! What would work better for you? weekday or weekend? (keep giving 2 choices until it's narrowed down) Great! Here's my address!

Just a couple quick questions for you... 1- Is your skin more normal to dry or combination to oily? 2-Do you have any skin concerns you would like me to address? 3-I'll be putting together a little goody bag of samples for you to take home. Would you prefer skin care or cosmetic samples? Great! I'm so excited for your pampering session on (date & time) at (location)!

Feel free to invite a friend or two to join! It's free for them, too, but you are the only one to get the free gift from your friend, _____!

Lead Vase...

Cold leads from a facial vase

Day 1: V1 (Vase)

Voicemail Message 1

Hi ___! This is ___ with MK! You don't know me, but you had entered a drawing at ___! I just picked your name to receive one of our new pampering sessions and a (gift card or free product)! I'm so excited for you! I can't wait to give you more details! Contact me at _____! Talk to you soon!

Text 1

Hi ___! This is ___ with MK! You don't know me, but you had entered a drawing at ___! I just picked your name to receive one of our new pampering sessions and a (gift card or free product)! I'm so excited for you! I can't wait to give you more details! Text or call me when you get this and I'll give you the info to redeem your free gift and pampering session!!

Day 4: V2

Voicemail Message 2

Hi _____! I wanted to follow up with you about your free pampering session! It's totally free, lots of fun, and I think you would love it so I'm looking forward to getting together with you! Please contact me when you can, and I know you are super busy so I will follow up with you in a few days if I don't hear back from you. Talk to you soon!

Text 2

Hi _____, it's _____! I just left you a voicemail and wanted to make sure you received it! Contact me ASAP for the details! I know you are super busy so I will check back with you in a few days if I don't hear back.

Day 7: V3

Voicemail Message 3

Hi _____! I'm just following up with you one more time about your free pampering session and gift! If I don't hear from you, I will assume you are super busy right now and make a note to touch base with you in a few months. Have a great rest of your day!

Text 3

Hi _____! I'm just following up with you one more time about your free pampering session and gift! If I don't hear from you, I will assume you are super busy right now and make a note to touch base with you in a few months. Have a great rest of your day!

If she answers the call...

Hi _____! I'm so glad I was able to reach you! This is ___ with MK! You don't know me, but you had entered a drawing at ___! I just picked your name to receive one of our new pampering sessions and a (gift card or free product)! Isn't that awesome?!? Have you experienced MK before?..... It includes a deep cleansing and anti aging instructional facial, a hand and lip exfoliation treatment, and a perfect color match for your foundation! Plus, you got a free (gift card or free product), too!! I'm so excited for you! What would work better for you? weekday or weekend? (keep giving 2 choices until it's narrowed down) Great! Here's my address! Just a couple quick questions for you... 1- Is your skin more normal to dry or combination to oily? 2-Do you have any skin concerns you would like me to address? 3-I'll be putting together a little goody bag of samples for you to take home. Would you prefer skin care or cosmetic samples? Great! I'm so excited for your pampering session on (date & time) at (location)! Feel free to invite a friend or two to join! It's free for them, too, but you are the only one to get the free gift from the drawing.

Winner...

Warm leads from an event or out working

Day 1: W1 (Winner)

Voicemail Message 1

Hi ___! This is ___ with MK! We met yesterday when I was ___! You are one of my runner up winners from our drawing! Congratulations! I'm so excited for you! I can't wait to give you more details! Contact me at _____! Talk to you soon!

Text 1

Hi ___! This is ___ with MK! (We met yesterday when I was ___.) You were one of my runner up winners!!! Congratulations!! I'm so excited for you! Text or call me when you get this and I'll give you the info to redeem your free gift and pampering session!!

Day 4: W2

Voicemail Message 2

Hi _____! I wanted to follow up with you about your free pampering session! It's totally free, lots of fun, and I think you would love it so I'm looking forward to getting together with you! Please contact me when you can, and I know you are super busy so I will follow up with you in a few days if I don't hear back from you. Talk to you soon!

Text 2

Hi _____, it's _____! I just left you a voicemail and wanted to make sure you received it! Contact me ASAP for the details! I know you are super busy so I will check back with you in a few days if I don't hear back.

Day 7: W3

Voicemail Message 3

Hi _____! I'm just following up with you one more time about your free pampering session and gift! If I don't hear from you, I will assume you are super busy right now and make a note to touch base with you in a few months. Have a great rest of your day!

Text 3

Hi _____! I'm just following up with you one more time about your free pampering session and gift! If I don't hear from you, I will assume you are super busy right now and make a note to touch base with you in a few months. Have a great rest of your day!

If she answers the call...

Hi _____! I'm so glad I was able to reach you! This is ___ with MK! We had met at ___ when I was ___! You had entered our drawing and you were actually one of my runner up winners! Congratulations!! You received one of our new pampering sessions and a free (gift card or product)! Isn't that awesome?!? Have you experienced MK before?..... It includes a deep cleansing and anti aging instructional facial, a hand and lip exfoliation treatment, and a perfect color match for your foundation! Plus, you got a free (gift card or free product), too!! I'm so excited for you! What would work better for you? weekday or weekend? (keep giving 2 choices until it's narrowed down) Great! Here's my address!

Just a couple quick questions for you... 1- Is your skin more normal to dry or combination to oily? 2-Do you have any skin concerns you would like me to address? 3-I'll be putting together a little goody bag of samples for you to take home. Would you prefer skin care or cosmetic samples? Great! I'm so excited for your pampering session on (date & time) at (location)!

Feel free to invite a friend or two to join! It's free for them, too, but you are the only one to get the free gift from the drawing.

For resources visit our area website:

www.heidigoelzer.com

Click on:

New Consultant

New Consultant Packet (booking system/scripts inside)

New Consultant Training Videos

Education ==> Education Center

Skin Care Class

www.marykayintouch.com

Advance Brochure

Education

MK University

****Be sure to check the files section of the Facebook group to access even more resources shared by your Pacesetters Trainers.****

Week Two

Emotional Grit with Grace

Review of week 1

Coaching

Perfecting your Party

AHA

BFO

WOW

WOM

WOY

Coaching your Parties

Hostess & Party Checklist

**"A PARTY WORTH BOOKING
IS A PARTY WORTH
COACHING"
-MARY KAY ASH**

DETAILS:

Hostess:

Date & Time:

Phone Number:

Address:

Hostess Plan:

Notes:

IMMEDIATELY AFTER BOOKING

- Give your hostess a hostess packet (if it's her follow-up).
- Write & mail postcard to hostess - Confirms date/time/location
- Set up date/time to talk with hostess about her guest list
- Create Pic Collage & send to the hostess with this script:
Hey girl! I'm having a fun girls' day on (date & time)! I'm so excited! Even if you can't make it I would love to get an invitation set out to you with some samples!
What's your address? Also, my consultant, Melissa, wants to customize a goody bag with samples for you! May I send your number to her? She's super nice! :) lol

THROUGHOUT THE NEXT FEW DAYS/WEEKS

- Mail invitations to all guests ASAP
- Pre-profile all guests with this script:
Hey (guest)! I'm super excited to meet you on (date & time)! For your customized gift bag, do you want more makeup or skin care? Also, if you could answer a couple questions: 1) Have you ever used Mary Kay before? 2) Is there anything currently going on with your skin that I can help you with? 3) What type of skin do you feel you have? Normal/Dry or Combo/Oily?
- After she responds, thank her ahead of time for attending.
- Let her know she can bring a friend or two!
- Prep Goody Bags
 - Profile Card -Tray & Mirror -Plastic insert for tray
 - Hostess Postcard -Washcloth (cut in half) -Mascara Wand
 - Business card -candy -cosmetics/skin care

Put into Sec. 2 merchandise bag or cellophane bag. Prepare these in bulk ahead of time to always be prepared.

A COUPLE DAYS BEFORE THE PARTY

- Remind the hostess of the hostess plan.
- Find out what is on her wish list.
- Wrap ALL of her hostess credit. Make it look cute!
- Go over the small details
 - need a sink and table to sit at -adults only/ no children
 - light refreshments AFTER -encourage outside orders
- Send a marketing video to all guests with this script:
Hey! Before I forget!!! Check out this video PRIOR to the party and message me!! You get a free (your choice) just for listening! I'll bring it along so you can take it home right away! (send link of a marketing video found at heidigoelzer.com)

AFTER THE PARTY

- Mail a thank you notes to the hostess & all guests
- Build relationships: schedule career chats!
- Friend request and add all customers to your private FB group

Guest Name	Phone Number	Samples	Used MK before	Skin Issues	Skin Type
		C or SC	Y or No		ND or CO
		C or SC	Y or No		ND or CO
		C or SC	Y or No		ND or CO
		C or SC	Y or No		ND or CO
		C or SC	Y or No		ND or CO
		C or SC	Y or No		ND or CO
		C or SC	Y or No		ND or CO
		C or SC	Y or No		ND or CO
		C or SC	Y or No		ND or CO
		C or SC	Y or No		ND or CO

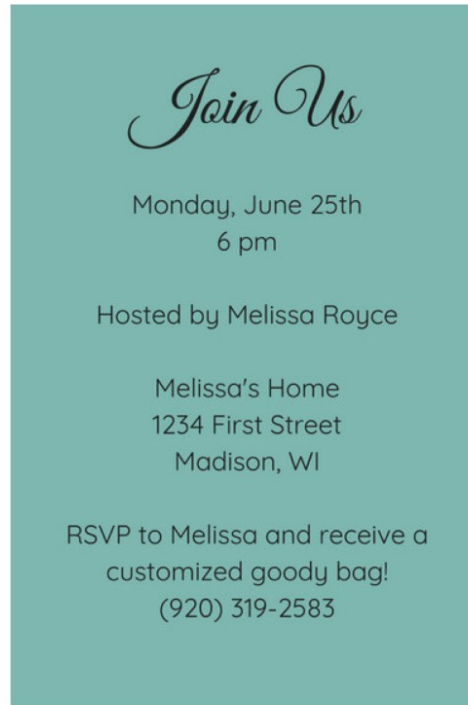
Coaching your Parties



You're
Invited

Let the fun begin!

.....
Come, Have Fun
& Get Pampered
.....



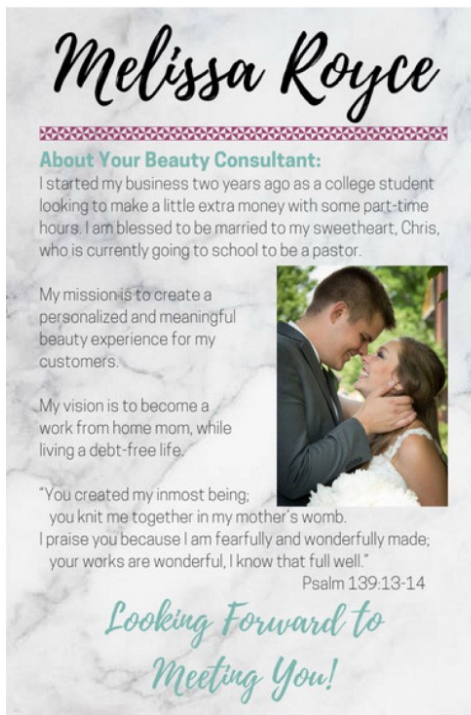
Join Us

Monday, June 25th
6 pm

Hosted by Melissa Royce

Melissa's Home
1234 First Street
Madison, WI

RSVP to Melissa and receive a
customized goody bag!
(920) 319-2583



Melissa Royce

About Your Beauty Consultant:
I started my business two years ago as a college student looking to make a little extra money with some part-time hours. I am blessed to be married to my sweetheart, Chris, who is currently going to school to be a pastor.

My mission is to create a personalized and meaningful beauty experience for my customers.

My vision is to become a work from home mom, while living a debt-free life.

"You created my inmost being,
you knit me together in my mother's womb.
I praise you because I am fearfully and wonderfully made;
your works are wonderful, I know that full well."
Psalm 139:13-14

*Looking Forward to
Meeting You!*



Fun Facts!
Q&A with Melissa

How long have you used MK?
For a few years in high school and just recently started using MK again!

What is your favorite product?
The Charcoal Mask is my Is my favorite product!

What is one skin care or makeup step you won't leave the house without doing?
I won't leave the house without my foundation.

What do you love most about being an MK customer?
I love that I can bring together ladies I love for some fun and free pampering!



We missed you at the Party!

If you don't already have an Independent Beauty Consultant, I would be honored to serve you!

Please ENJOY \$10 OFF your first purchase!
(Just reference this coupon!)

Love & Blessings,
Melissa



Pamper Me!

This Gift Card is Valid For:

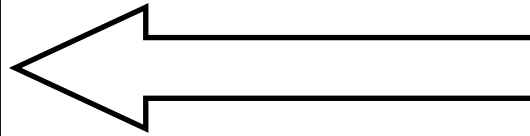
One FREE Beauty and Pampering Experience Package with
Melissa Royce, Independent Beauty Consultant
marykay.com/melissa.royce • melissa.royce@marykay.com • 920.319.2583

Coaching your Parties

I can't make it. My son's birthday is that night.

How fun! No worries, Sarah has 3 Gift certificates she was saving for People who couldn't make it for a free Facial and some free product - so I can Totally squeeze you in for a separate facial in the next 2 weeks. The facial is about 45 minutes long. What would work best for

Turn this facial into a PARTY once you book it!!!



Script for turning a facial into a party:

If they don't respond, you say:

A weeknight would be great!

That's PERFECT! I am pretty flexible the week of the 20th. I hold all individual facials in my home in Sacramento on Thursday evenings or at my MK studio in West Sacramento on Tuesday nights. Or, if you'd like to share your appointment with 2-5 friends (and get even more FREE product) I can be a bit more flexible on the date. What works better for you?

Notes:

The Party Process

The Four Goals of a Skin Care Class

#1	
#2	
#3	
#4	

Kitchen Coaching

1. Tell me about _____ is coming today.
2. Who do you think would be _____ at _____ _____?
3. How about _____?
4. _____!!!

Follow Up Game

Pass around a _____ every time you say the words _____
_____.! Make it fun!

6 Steps to Success for a Table Close:

1. Transitional Statement:

You are probably wondering... How much does it _____ and when can I take it _____? Great! My trunk is _____. Here are the _____today! Turn over placemat!

2. Take your _____ and circle the _____ we used today. If _____ were no object _____ the _____ you would want in your bathroom!

3. Romance the _____

4. Fill out the right hand side questions!

5. CLOSET CLOSE

I accept Visa, MC, Discover, Cash, debit and Husband unawareness plan :)

6. FLIP TO THE STARTER KIT SIDE

That is a picture of our starter kit and everything that comes with it. If you heard anything today that caught your attention—more time, more money, more freedom, more flexibility, more friends, a free car—and you're considering getting at least the Miracle Set, I suggest you purchase a starter kit. You will get your set plus the CC Cream you tried today, mascara and an eye makeup remover, and it opens the door for you to explore what else Mary Kay has to offer you. If you decide you don't want more, I will treat you as a treasured customer. You are all smart women— isn't it worth it to just find out? I'd rather you know than wonder what would WHAT IF?

GET SET FOR A BEAUTIFUL YOU!



\$110



\$165



\$205

1 TimeWise® Miracle Set 3D™ Defends, Delays, & Delivers. (Counts as 2 sets towards the Roll-Up Bag)

For the ultimate Miracle Set, add TimeWise® Microdermabrasion Plus Set.
(Counts as 3 sets towards the Roll-Up Bag)

3 TimeWise® Repair Kit for repairing the advanced signs of aging.
(Counts as 3 sets towards the Roll-Up Bag)

ClearProof® Acne Kit

Clinically shown to provide clearer skin in just 7 days!

\$45



Set includes:
Cleansing Gel
Blemish Control Toner
Acne Treatment Gel
Oil-Free Moisturizer

Satin Set

Set includes:
Satin Hands® Pampering Set
•White Tea & Citrus
•Fragrance Free
Satin Lips® Pampering Set

\$58



Finishing Set

Four products that create a clean finished look before you quickly dash out the door.

\$55



Set includes:
Brighten® Powder
CC Cream
Liftmate Mascara™
Oil-Free Eye Makeup Remover

Mary Kay® Top Ten Favorites

- Charcoal Mask \$24
- Microdermabrasion Plus Set \$65
- Repair® Facial Peel \$65
- Repair® Lifting Bio-Celulose Mask 4pk \$70
- Skinvigorate™ Cleansing Brush \$50
- Foundation Primer \$18
- Replenishing Serum+C \$56 / Tone Correcting Serum \$45
- Vitamin C Activating Squares™ \$24
- Satin Body® Collection \$54
- Brush Collection \$55

FREE Travel Roll-Up Bag



Choose any 4 sets and receive the Travel Roll-Up Bag for FREE!!!

Thank you for coming!

Name:

What did you like best?

Which set/sets do you want to start with today?

What would you like to learn about at your follow-up?

How would you like to hear more about the MK opportunity?
(circle one)

video coffee call



Table Close

Individual Close

1. Transitional Statement:

_____ and _____ are _____

2. _____ the _____

3. Closing Supplies:

4. Go over the _____ on their set sheet.

5. Notes:

GOAL: _____ a _____!

For resources visit our area website:

www.heidigoelzer.com

Click on:

New Consultant

Skin Care Class Videos

Education ==> Education Center

Skin Care Class (printable resources)

www.marykayintouch.com

Education

MK University

****Be sure to check the files section of the Facebook group to access even more resources shared by your Pacesetter Trainers.****

Week Three

Managing your Time & Money with Grit & Grace

Week 2 Review

Working your Business in all circumstances

Dream Sessions

Money Management

AHA

BFO

WOW

WOM

WOY

Time Management

Managing your Time [no kids at home]

Workspace	
Priorities	
Schedule	
Punch the Clock	
Preparation	

Managing your Time [while working full time]

Workspace	
Priorities	
Schedule	
Punch the Clock	
Preparation	

4 P's of managing your time with small kids at home

1. P _____

*

*

*

*

2. P _____

*

*

*

*

3. P _____

*

*

*

*

4. P _____

*

*

*

*

Control YOUR life

1. Think of _____ first.

You must be your _____ to pour the _____ into others.

2. Organize your work life

_____ most important

Choose to be _____

3. Be ALL IN for _____

Decide to turn off _____

When _____ is done _____ is on.



Dream Sessions

Dream session: Name _____ **Date** _____

Consultant name: _____ notes _____
Susie= Potential team member Julie =consultant training _____

1. Thank Susie for being on the call and helping Julie with her goal!
You are one of Julie's top ten ladies in her life! {best customers}
Julie is going to tell what she likes and appreciates about Susie and her character
2. Introduce yourself and tell the agenda :
 1. I am excited to get to know you
 2. I will give you a few facts about the business
 3. Answer the top 3 questions you have about this Dream company
{which helps Julie with her training}
 4. We'll See if this dream company is a vehicle that could help make your dreams become a reality!
3. Do you have any experience with Mary kay? What has impressed you so far?

4. Susie, Tell me about you:
 1. Do you work inside or outside of the home? _____
 2. Tell me about you/family _____
 3. What brings you joy? _____

D. I. S. C. personality: _____

D - Work and achievement, I - Fun and prizes, S - Family and savings C - Details and Facts

5. Give 4 Mary Kay facts about the company she washes her face with!
 1. Philosophies and we are in over 40 countries
 2. Mary Kay foundation
 3. Go-Green, Environment
 4. No Testing on animals

What impressed you the most? _____

6, Do you know how we make our money? Give facts - Most consultants Make \$400 per month
What would you do with \$400 extra a month?

We make 50% sell \$300 = \$150 in pocket for 3 hours

If money doesn't matter what else excites her about the possibilities of this business?

{Flexibility, girl friends, Fun, making a difference, car, prizes}

7. Here is a crazy question: What 3 things would you have to know if you were to do this Mary Kay thing to _____ {repeat her answer about the \$400 :ex- to pay off your loan}

1. _____
2. _____
3. _____

Write her thoughts and answer questions - ask if that answered her question before you move on to the next question. Tell your story or relate to a sister consultant's experience.

See what **skills she already has** to use in her future business- start to paint the picture!

Let's dream for a moment: What if Mary Kay

I would love to work with you because: be genuine-

Breathe belief in her!! {Woman of her word, already loves the product, like people}

Dream Sessions

8. Is there any reason why you wouldn't want to get started right now? \$100 Value kit

Keep overcoming her objections:

1. **Show Empathy** objection 1 _____ does that that help you? Is there anything else that would be holding you back?

Objection 2 _____

Objection 3 _____

2. **Let's imagine, Let's Dream a little bit about** _____

What if _____ I would love for this company to be able to serve you and family and make your dreams become a reality!

Fear- False evidence appearing real, join the club!

3. **Close: What if I could show you how to get more of what you need _____ and still keep what you value _____ May I share hypothetically what this could do for you, if you should decide this is something you want to try?**

Show A _____ B not scary anymore { what her situation could look like }

Paint the picture: Just imagine.... UPS man and the kit arriving like Christmas seeing money in the savings account how does that feel? _____

I would love for you to be on my team because.....

All we need to do is Sign the agreement Let me confirm your information to send your agreement and congratulation!

She would sign!!

10. **I Offer a pink dream test?** You would receive a decision maker gift if you were to decide in 24 hrs that this is worth giving a try. Only 24 hours we don't want you to stress or think too hard.. Would you be willing to take the sleep test?

_____ Sleep on it, pray, ask husband, write a pro- con list! If she dreams about pink sheep she should give it a try! Reaffirm her dreams becoming a reality!

Worst case scenario- look twice as good at 1/2 the price. **Best case** - Your dream becomes a reality

Set a time to call back in 1 day. Whatever she decides is great with me - no stress!

Time: _____

If no- {Not right now} Thank her for being a happy a customer, hostess and talent scout,

and it is always here if she decides in the future her life has changed. Invite to all events!

If yes have her sign the agreement! Congratulations **Spray yourself with glitter!!!**

Dream Sessions

"I've often said that we are doing something far more important than selling cosmetics, we are changing lives!" Mary Kay Ash

It's not all about me it is about aligning her hopes and dreams with what this business can provide.

Keep calm pass it on! Keep Mary Kay's dream alive

A Dream session {formerly known as a career chat} We are offering this product and an opportunity {both/ and}

The Dream session has layers!

1. The Dream Pre-Party

- Send out a link of Heidi Goelzer's new video to the guest list
- Offer 5 extra tickets into the door prize drawing! { or have a wrapped color card or sampler gift ready to give out for the guests that have listened }

2. Dream Introduction:

Questions in the opening of the party

Tell me about you?!

- What you do inside or outside the home {Domestic Goddess}
- Why you love the hostess
- What brings you joy!

3. Dream Party pg 11 in flip chart {Lisa Madson}

- Do you have all the freedom and flexibility in the world?
- Do you receive all the praise and recognition you deserve?
- In your current situation- if you were to give it your guts could you increase your income by 95% in the next 5 years?

4. Dream I story

- These are dreams that have come true!
- This is my dream now!
- Thank them for helping that dream to come true by being here today!
- Watch what I do because this is not rocket science! I love what I do, I have this flip chart - cheat sheet so I know what to say!

5. Dream Game- I do play a ticket game and give them ten tickets in the beginning of the party. In the flipchart it has the facts about the opportunity

5- Tickets for listening to Heidi's video

1- Per name on the referral sheet

1- What fact about the business impressed them the most!

1 -Answering the question: What would they do with an extra \$400 bucks a month?

This is what most consultants make in a month by holding 1 party a week!

6. Dream close

- Table Close Talk about the opportunity see flip chart pg. If your thinking about purchasing the miracle set the business kit is a deal! You never know unless try and you can look twice as good at 1/2 the price! Plus you will have an open ended opportunity that could allow you to _____ {repeat reasons you have heard}
- Set sheet close:

Use the closing set sheet : How would you like to hear more about the MK opportunity? Circle: video, coffee or call {I know you already watched the video so now we set up a time to chat about your hopes and dreams for you to have this free gift! When is a good time for the dream session tomorrow in the day or evening?

7. Dream session on the calendar

{schedule it like a party- write it on her hostess information}

Dream Session

Thought Process by NSD Julia Burnett

1. Show Empathy when listening to an objection

- Understanding will break down walls
- Reaffirm what you have heard by saying

“I hear you or I understand what you are saying is..”
State out loud what she is thinking. Put yourself in her shoes.
Imagine to feel what she feels,

- Lower your voice, tone, slow down, Mmmmmm, be real

2. Guiding her to a new thought

- “Let’s imagine,,,” {this causes a mental picture to form}
- I have a crazy thought- You know what if Mary Kay could:
just be a hobby for you, or it could compliment your career?
Or be something fun and destress you ...
{Not water down but not All or nothing either} Let’s Explore...

3. What are thinking?

What would you enjoy? What benefits would come from it?

What would you get out of it right now?

Hopefully you are getting more positive feed- back or more objections

{If it weren’t for this objection I would be interested !}

4. Closing- Summarize repeat what she has said

“Sounds to me like,,,,,,

What if I could show you how to get more of what you need

And still keep what you value _____

May I hypothetically share what this business could do for you should you decide this is something you want to try?

Describe her best **Dream** scenario! A_B with detail beginning with the U.P.S. Man coming to the door and it feeling like Christmas....

Their A__B story usually is scarier than what it is reality.

Money Management

Managing your Money with Grit & Grace

1. Sales _____/_____ split

A. have a money bag

B. Do your _____, _____ pay yourself

2. EXAMPLE: Party sell _____

A. _____% is to _____, \$_____ w/sale

B. _____% is for _____, \$_____

(shipping, Look Books, mascara wands ... section 2)

C. _____% is PROFIT, \$_____. If you have no inventory or are not at a \$_____ w/sale on your shelf, _____ this amount to build as quickly as possible. If you have a _____ payment, this is where you pay your loan from.

3. Weekly Accomplishment Sheet

A. Download the _____

B. Business Tools, MyCustomers on Marykayintouch.com

C. Set aside _____: 1-2 hours

D. Enter _____ on intouch or on app

E. Enter _____ on intouch under each customer or create on app (less paperwork)

F. Business Tools, Weekly Accomplishments, Enter WAS

G. TRACKING! “_____!”

H. _____ to Sales Director

I. Track _____, _____, _____ ...income for taxes

SEE EXAMPLE WEEKLY ACCOMPLISHMENT SHEET

Money Management

For: SV3383 Tami Cloute Phone: (920) 222-1515 Sales Director: Tami Cloute 7/1/2018 - 7/7/2018

Weekly Activity

Date	Hostess	Hrs	Gst	Ordr	Bks	SCS Sold	Classes Facials	On The Go	PWS	Shows	PCP Misc	Reorders	Sales Tax	Hostess Gifts	Give Away	Non-Recov Sales Tax
07/02	Lorrie Godfrey	0.0000	0	1	0	1			\$88.00				\$4.85			
07/02	Kim Burlage	1.0000	1	1	0	1	\$238.00						\$13.09			
07/02	Sadie Zickert	1.0000	1	1	0	0	\$34.00						\$1.87			
07/02	Dawn Zickert	0.0000	0	1	0	0						\$88.00	\$4.84			
07/02	Mary Isaacs	0.0000	0	1	0	0			\$25.00				\$1.37			
07/02	Adrea McGlynn	0.0000	0	1	0	1						\$110.00	\$6.05	\$4.00		
07/02	Melissa Krahn	0.0000	0	1	0	0						\$39.00	\$2.15			
07/02	Nicole Kozak	0.0000	0	1	0	0						\$46.00	\$2.53			
07/02	Jenny Hahm	0.0000	0	1	0	0		\$36.00					\$1.98			

Totals

	Hrs	Gst	Ordr	Bks	SCS Sold	Classes Facials	On The Go	PWS	Shows	PCP Misc	Reorders	Sales Tax	Hostess Gifts	Give Away	Non-Recov Sales Tax		
This Week's Total	2.00	2	9	0	3	\$272.00	\$36.00	\$113.00			\$283.00	\$38.73	\$4.00				
Year to Date Total	2.00	2	9	0	3	\$272.00	\$36.00	\$113.00			\$283.00	\$38.73	\$4.00				
Weekly Total (less tax)						\$704.00	Year To Date Sales Total (less tax)						\$704.00				

Weekly Activity Recap

Interviews	New Team Members	Appointments	SCS Sold	Classes Facials	On The Go	PWS	Shows	PCP Misc	Total (Less Tax)
0	0	0	3	\$272.00	\$36.00	\$113.00	\$283.00		\$704.00

Orders Submitted To Company This Week

Section 1 Wholesale	Section 2 at Cost
---------------------	-------------------

Estimated Weekly Gross Profit

Weekly Sales Total (Less Tax)	\$704.00	X .40 =	Estimated Weekly Gross Profit	\$281.60
-------------------------------	----------	---------	-------------------------------	----------

Deposit total amount collected in business account. It is suggested to allow 60% of sales for product replacement. 40 percent is profit less other business expenses.

I Would Like More Information on the Following

Booking	<input type="checkbox"/>	Online/PWS Orders	<input type="checkbox"/>	Reorders	<input type="checkbox"/>
Coaching	<input type="checkbox"/>	Brochure/PCP/Misc Sales, Reorders	<input type="checkbox"/>	On the Go Appointments	<input type="checkbox"/>
Sharing the Opportunity	<input type="checkbox"/>	Closing My Classes	<input type="checkbox"/>	Shows (Trunk Shows, Previews)	<input type="checkbox"/>
Telephone Sales	<input type="checkbox"/>	Customer Service	<input type="checkbox"/>	Other	<input type="checkbox"/>
Skin Care Classes	<input type="checkbox"/>	Facials	<input type="checkbox"/>	Business Management	<input type="checkbox"/>

Next Week Goals

Amount of Sales		Number of On with the Shows	0
Number of Skin Care Classes/Facials	0	Number of Interviews	0
Number of On the Go Appointments	0	Number of Customer Calls	0

This Weeks Hourly Earnings

Estimated Weekly Gross Profit	\$281.60	Hours Worked	2.0000	Earnings Per Hour	\$140.80
-------------------------------	----------	--------------	--------	-------------------	----------

New or Prospective Team Members

Interviewed	Recruited	Name	Complete Address	Phone	Email Address
-------------	-----------	------	------------------	-------	---------------

Please Note: The weekly accomplishment sheet is not a complete summary for income tax or accounting purposes

Money Management

4. Commissions... _____

A. Pick a _____ to run on... “_____!”

B. _____? _____? _____?

GO TRACK: _____ parties or _____ faces

_____ Career Chats

Sell \$_____/Reorder \$____w/sale (average \$_____ party)

Est. Time _____-_____ hours/week

Profit \$_____+

GROW TRACK: _____ parties or _____ faces

_____ Career Chats

Sell \$_____/Reorder \$____w/sale (average \$_____ party)

Est. Time _____-_____ hours/week

Profit \$_____+

_____ prize from the company

Quarterly _____status and _____

Money Management

GRIT TRACK: _____ parties or _____ faces
_____ Career Chats
Sell \$_____/Reorder \$____w/sale (average \$_____ party)
Est. Time _____-_____ hours/week
Profit \$_____+
KEY prize from the company
Quarterly STAR status and prizes _____

GREAT TRACK: _____ parties or _____ faces
_____ Career Chats
Sell \$_____/Reorder \$____w/sale (average \$_____ party)
Est. Time _____-_____ hours/week
Profit \$_____+
KEY prize from the company
Quarterly STAR status and prizes
CAR GOALS

5. Share YOU page and Team Leader VS Director Paycheck 3x more

SALES OF THE PRODUCT

TEAM BUILDING

LEADERSHIP

Private Apprs Events/Shows 50%

- On the Go
- Online
- On the Face
- On with the Show

Reorders 50%

Cosmetics are a consumable product that satisfied customers will reorder

Team Building

1. Commissions
 - 4% - 1 to 4 team members
2. Team Building Bonus
 - \$50 for each new qualified recruit beginning with 1st

Career Path

1. Star Recruiter
 - 4% - 3 or 4 team members
2. Team Leader
 - 9 or 13%- 5 -7 active team
3. Future Director
 - 9 or 13%- 8 active team
4. DIO
 - 9 or 13%- 10+ active team

Grand Achiever

Quality to earn the use of a Car or \$425/mo in 1-4 months when you achieve:

- \$23,000 Team Production
- 16 active personal team members

Begin Your Business as an Independent Mary Kay Beauty Consultant Today!

- Part Time
- Tax Deductions
- Flexibility & Lifestyle
- Set your own work hours!
- Work at Your Own Pace!
- No Territories, No Quotas!
- The Sky is the Limit!
 - Earnings
 - Growth, Confidence
 - Opportunity



Family Security Program

Average best 3 of the last 5 years, 60% for 15 years

MSD Car

Choice of Cadillac or \$1,400/mo

National Sales Director

- 1st Line 9%
- 2nd Line 4%
- 3rd & Top 4th Lines 2%
- Star Consultant and Offspring Director MSD Bonus

Senior Director Future Executive Sr. Executive Senior Elite Executive Sr.

Commission Schedule 4% to 6%



Directorship

1. Personal Sales
2. Personal Team Commissions
 - 9 or 13%
3. Unit Volume Commission
 - \$100 Team Building Bonus
 - 9 or 13% - on entire unit
4. Unit Volume Bonus
 - 10% from \$500 to \$5,000 monthly based on monthly unit wholesale production to the company
5. Unit Recruiting Bonus
 - \$400-\$1,000/month with 4 or more recruits
6. Star Consultant Bonus
 - \$300 w/5 + \$50 for each additional star
7. Cadillac Bonus
 - \$1,000 when qualified or requalified
8. Unit Circle Bonus
 - \$1,000 when achieve higher circle than previous year
9. Wellness Bonus
 - \$800-\$2000/year

Director Car Program

1. Ford Fusion or Chevy Equinox
 - Two consecutive quarters totaling \$57,000 unit production
2. Mini Cooper or Chevy Traverse
 - Two consecutive quarters totaling \$75,000 unit production
3. PINK CADILLAC
 - Two consecutive quarters totaling \$102,000 unit production
4. Cash Option
 - \$500-\$600 per month

MENTORING LEADERS

LEADERSHIP

For resources visit our area website:

www.heidigoelzer.com

Click on:

Education ==> Education Center

Skin Care Class (printable resources)

Marketing Tab:

Videos of the Goelzer Area sharing MK Marketing Info & I-Stories

www.marykayintouch.com

Education

MK University

****Be sure to check the files section of the Facebook group to access even more resources shared by your Pacesetter Trainers.****

Week FOUR

Week 3 Review

Heidi's Closing Thoughts

