

6 week new consultant checklist for a powerful start to be completed in a Consultant's first 6 weeks



Week 1

- I have called my Director within 24 hours with my inventory decision.
- I have watched the Skin Care Class DVD and I have organized my starter kit.
- I have met with my Sales Director for orientation
- I have started my contact list of 25 women.
- I have attended my 1st weekly success meeting.
- I have opened a separate checking account for my Mary Kay business.
- I have signed up for a personal Mary Kay website, ordered my business kit & business cards.
- I have placed my initial inventory order.
- I have called the Unit hotline 5 days this week.

Week 2

- I have attended my 2nd weekly success meeting & have brought my completed weekly accomplishment sheet with me.
- I have observed a live skin care class.
- I have opened a Pro Pay account so I can process credit cards.
- I have booked my 10 Power Start classes and turned in my Power Start postcards to my Director.
- I have scheduled 3 guests to take to Unit success meetings.
- I have listened to the SuzAnne Brothers Time, Business & Money Management CDs.
- I have listened to my Success Stories CD.
- I have called the new Consultant Brothers Area welcome call.
- I have called the Unit hotline 5 days this week.
- I have completed my weekly plan sheet for this week.



Week 3

- ___ I have attended my 3rd weekly success meeting and brought my completed Weekly Accomplishment Sheet with me.
- ___ I have tried all the products in the travel roll up bag.
- ___ I have scheduled 3 guests for my Unit events.
- ___ I have researched the Preferred Customer Program and started to enter my customer's information on the Mary In Touch website.
- ___ I have looked at my Area website at www.suzannebrothers.com and read all of the Consultant training material.
- ___ I have completed my Business Basics Book.
- ___ I have held my first skin care class or facial.
- ___ I have called the Unit hotline 5 days this week.
- ___ I have completed my Weekly Plan Sheet for this week.



Week 4

- ___ I have attended my 4th weekly success meeting and brought my completed Weekly Accomplishment Sheet with me.
- ___ I have scheduled 3 guests for Unit events.
- ___ I have called the Brothers Area All Consultant Conference Call on the first Saturday of each month; access number: 646.519.5800 pin 9658#
- ___ I have completed at least 20 faces toward my Power Start.
- ___ I have ordered my Red Jacket for my Red Jacket debut.
- ___ I have called the Unit hotline 5 days this week.
- ___ I have completed my Weekly Plan Sheet for this week.
- ___ I have started my first mental B.A.T.H. calendar.
- ___ I have registered for the next Company event.



Wisdom from Mary Kay Ash

In studying winners, we have found that there are some qualities which winners have in common. I think it all begins with a positive mental attitude. Someone once said, "If you think you can, you can; if you think you can't, you're right." Many times when a new Consultant comes into the Company, she doesn't have that positive mental attitude. She's long been subjected to the negative aspects of the world. But being around other positive Consultants and Directors, she acquired this positive mental attitude, and this can be her very first step up that ladder of success.



Week 5

- ___ I have attended my 5th weekly success meeting & brought my completed Weekly Accomplishment Sheet with me.
- ___ I have scheduled 3 guests for Unit events.
- ___ I have earned my Red Jacket. YEAH!!
- ___ I have completed my first Power Start
- ___ I have booked my second Power Start
- ___ I have called the Unit hotline 5 days this week.
- ___ I have completed my Weekly Plan Sheet for this week.



Wisdom from Mary Kay Ash

Define your goals. Where are you now? What do you want to accomplish? If we are determine where we are compared to where we want to be, then we can move ahead. Then write your goals down. Is your goal clearly defined? Is it specific? Do you have dates? Amounts? Or whatever it is you are trying to accomplish? Is it stated in a positive way? Have you considered the advantages as well as the obstacles you will have to overcome? You see, goal setting is transplanting your ideas into plans, and it's very important that you write them down.



You will receive a Power Point for every checklist that you turn in and when you complete all 6 weekly checklists, you will receive an amazing prize that you will love!!

Week 6

- ___ I have attended my 6th weekly success meeting & brought my completed Weekly Accomplishment Sheet with me.
- ___ I have scheduled 3 guests for Unit events.
- ___ I am almost on-target for my Mary Kay career car, and I have set a date for when I will have it in my driveway.
- ___ I have done at least one 50% reorder to restock my shelves.
- ___ I have called the Unit hotline 5 days this week.
- ___ I have created a goal poster.
- ___ I have completed my Weekly Plan Sheet for this week.

