



Executive Senior Sales Director Chris Kurzawa

Setting Up for your Mary Kay Business Debut!

(Do the following **AFTER** you have confirmed your guests to attend. Getting your guests there is your **#1 FOCUS**. When inviting them be enthusiastic, and excited. Share your passion about the business. Let them know this is not just another home party, it's **YOUR NEW BUSINESS LAUNCH**. Let them know you would **LOVE** to have them attend and that it would mean the world to you! Get 15 guests to purchase at your debut to receive a gorgeous gift from me!

Set Up your table using the Beauty Book insertPull all products pictured in the insert from your Skin Care Caddy, or inventory, and display on table or surface. Find some boxes you can use on your display table to create height, then put your table cloth over it. **Position ALL 4 SKIN CARE SETS IN THE CENTER OF THE DISPLAY** (Botanicals, Clear Proof, TimeWise Repair, and Miracle Set in the bag!)

1. Create your POWER START Poster- - 30 FACES in 30 DAYS (you may have seen others with their posters at unit meeting). There is a tracking sheet for your Power Start on marykayintouch.com
2. No children in the debut presentation area - they are darling but a distraction that inhibits business activity and results.
3. You need to purchase cotton balls. Pull your sales receipts and profile cards from your starter kit.
4. Put full size Satin Hands set at sink to do Satin Hands on each guest before the presentation actually begins. Also, you may do satin lips at this time.
5. Need to determine individual closing area outside of where the class or display is taking place
6. Keep food and drinks simple - eating is best after the presentation while individual closings take place.
7. Have your datebook / calendar highlighted where you want classes/appointments booked. During individual consultations, actual booking dates will be set based on where you designated. (use page at a glance where you can see the whole month)
8. Career brochures/ beauty consultant agreements ready to go (Team Building packets if you have them)
9. Skirted professional attire and your Mary Kay face on! Don't forget your smile. ☺



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10. Pens - gather or buy 20 pens to have always in your kit.
11. Print out hostess extravaganza - 30 copies (Double-Sided is recommended)
12. Print out "You Deserve it All" sheets - 30 copies
13. Money envelop/ bag ready with small bills and coins to make change. About \$30 - ten singles, four \$5 dollar bills and a small change purse with coins.
 1. add a calculator in your money bag for backup
14. Make Your TABLE DISPLAY POP! We recommend setting your product display table up the day before. Place your display in a central area where guests can sit around, we will pass and try products. THE EYE BUYS! The more you show the more you SELL! Use the insert from the beauty book to guide your display set up, (it's the insert that fits in your beauty books featuring the sets, they came in your starter kit). Put all 4 FULL SIZE Skin Care SETS in the center of your display. We will be demonstrating your cream eye shadows, oil free eye make-up remover, and bronzer, on the back of their hands. Perhaps foundation primer, some of the lip glosses, etc at well. Have all both sizes of compacts (Mary Kay Compact and Mary Kay Compact Mini), filled and on display! A pretty, dark table cloth really makes your product display pop. Need to buy a table cloth? Get a black crushed velvet table cloth cut (for an 8ft table) and use a coupon at Joann fabrics. Very economical and you will use at future classes.

TAKE A PICTURE of your table display the night before your event and text to me..... you are ready to go!

Some of the Bundles we can feature/sell at your debut

1. Satin Hands bundle – Includes Satin hands set and satin lips (includes an extra half-off hand cream) - \$58
2. Foundation Bundle - primer, foundation and foundation brush - \$50
3. Eye Deal Set - oil-free eye makeup remover, mascara, lash primer - \$45
4. Prime Time Bundle - eye primer, foundation primer, mascara primer, finishing spray - \$61
5. Buy \$50 tonight and book a future appointment and receive an Oil-Free Eye Makeup Remover free at that appointment/class.
6. TimeWise Repair Set, Miracle Set, Clear Proof set, Botanicals sets. When a customer purchases one of the 4 skin care sets she gets a Skinvigorate Brush at half off.