

Welcome

New Consultant Packet

By: Senior Sales Director Barbara Wagoner



"You can do it!" - Mary Kay Ash

Part One

Welcome & Congratulations

I am so excited to welcome you and your family into our Mary Kay family. You have joined an international group of women and men whose mission is to enrich the lives of others. How do we do this? We share our outstanding products after listening and matching needs; we share the opportunity with those who are seeking something more in their lives (friends, personal growth, fun, and income); and we provide a much-needed service for busy women, men, and their families. Our work is rewarding, creative, and profitable.

Whether you are with our unit for a season, a reason, or a lifetime I pray that we truly listen to and match your needs, goals, and dreams. My job as your coach is to encourage, offer training and opportunities, answer questions, and provide an arena for your growth. I match my time with your effort. Whether you are a hobby consultant, master consultant, or a leader in our unit, my caring and belief in you is unconditional.

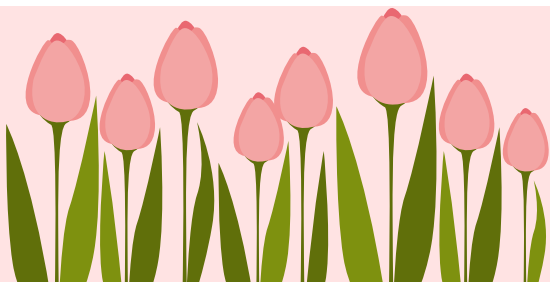
In Mary Kay, there are a few requirements. At a hobby level we ask you to be a person of integrity as you service clients and respect sister consultants' customers. Let our office staff know how we can best support you. If you choose to move up the career path, my team and I will be there to guide you. The path and requirements are laid out, clear, and proven.

Our company and marketing plan are respected throughout the world. Our principles of the golden rule and go give spirit are solid. Values of faith, family, and career attracted me to this opportunity. Unlimited income, flexibility, a new car every two years, along with amazing girlfriends and clients have kept me loving this "work".

I encourage you to give yourself a year to learn the language, the products, presentation, and what is available to you through Mary Kay. Take advantage of any and every training! You may gain a bachelor's degree in business without the price tag, or you can choose to do a little and treat it as a hobby. Either way it's OK with me. Your life's vision, dreams, and needs are unique to you. Every skill in Mary Kay can be learned. The teachers and systems are plentiful.

My office staff is here to support you. Your calls are usually answered the same day. Our corporate offices are equally helpful. (1-800-272-9333)

After three decades as a part of this amazing company, may I offer advice? Enjoy the journey. It's fun and rewarding work helping others look their best and or create a profitable business. It is not a get rich quick scheme. You build it one day, one face, one person at a time. As you grow, it grows. Keep it simple and learn the skills. Be an apprentice, get organized, and manage your time and money as a businesswoman. Reach out to be a bold beautiful light to others and your world will also be enriched.



Sincerely at your service,
Barbara

Dear _____,

Congratulations on being the husband of a new Mary Kay Independent Beauty Consultant. This is an exciting time because Mary Kay Inc. has been named the #1 Direct Selling Brand of Skin Care and Color Cosmetics in the world by Euromonitor International.

Most people begin a career with Mary Kay to make extra money. However, because of the great opportunity to service others, your wife can gain a tremendous amount of self-satisfaction from her career. Her new career could provide anything from a little extra spending money to a business from which the entire family can benefit. A Mary Kay career offers the flexibility to fit your goals and lifestyles. The sky is the limit.

Weekly and daily activity is vitally important to any business. Please encourage your wife to attend all her business meetings. It is truly the lifeline to keep a positive attitude, learn and be productive each week. Teaching skin care is a business, and we never stop learning.

Another important aspect to your wife's new business is inventory and it's a decision you may want to consider jointly. It can be beneficial to begin any business with inventory and Mary Kay is no exception. As your wife starts her business, it is my role to offer advice on how to sell products and manage her business income wisely.

I look forward to meeting you soon. If you have any questions concerning the Mary Kay opportunity, please feel free to contact me. Also feel free to join us at any of our unit functions. We are looking forward to supporting your wife's new business venture. Her belief in herself, coupled with your belief in her can support your wife in achieving whatever she desires for her Mary Kay career and family.

Sincerely,



FAST, FUN FACTS ABOUT YOU!



Name: _____

Family: _____

People would be surprised to know that: _____

I feel my best asset is: _____

To unwind I like to: _____

When I'm worried, I like to: _____

My favorite city is: _____

My favorite vacation destination is: _____

All-time favorite movie is: _____

I am currently reading: _____

The best book I ever read was: _____

My favorite meal is: _____

My favorite time of day is: _____

The hobbies I enjoy are: _____

I enjoy collecting: _____

If I could sing, I'd like to sing like: _____

My short /long term Mary Kay goal: _____

Anything you would like to add: _____

Please send this page and a photo of you via text or email to Barb.
(404) 376-5907 or bwagonermk@bellsouth.net



Sometimes reaching a dream takes courage.

Courage is admitting that you're afraid and facing that fear directly. It is being strong enough to ask for help and humble enough to accept it.

Courage is standing up for what you believe in without worrying about the opinions of others. It's following your own heart, living your own life, and settling for nothing less than the best for yourself.

Courage is daring to take the first step, a big leap, or a different path. It's attempting to do something that no one has done before, and all others thought impossible.

Courage is keeping the heart in the face of disappointment and looking at defeat not as an end but as a new beginning. It's believing that things will ultimately get better even as they get worse.

Courage is being responsible for your own actions and admitting your own mistakes without placing blame on others. It's relying not on others for your success but on your own skills and efforts.

Courage is refusing to quit even when you're intimidated by impossibility. It's choosing a goal, sticking with it and finding solutions to the problems.

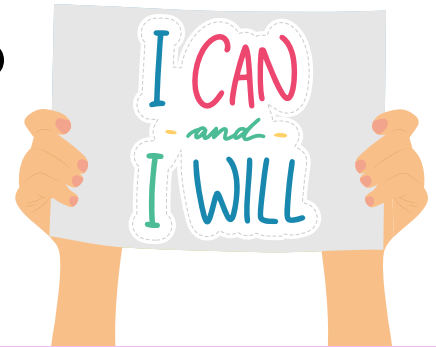
Courage is thinking big, aiming high and shooting far. It's taking a dream and doing anything, risking everything, and stopping at nothing to make it a reality.

It's good to have **dreams**

Make a list of everything in life you desire, without judgement. Star the 12 most important. Be ready to put dates on your dreams and develop a plan using your Mary Kay as one means to create this reality. (My role is to help create the plan and be a supportive coach)



Create a **GOAL POSTER or VISION BOARD or BOOKLET** with pictures on your phone or cut out from your favorite magazine.



- Laminate or place in sheet protectors. Make 5 copies- one copy for me, one for your flip chart, one for the kitchen, one for bathroom, car, or home office, and for your recruiter.
- A 3-5 minute recording of your dreams that you listen to twice a day is another powerful tool.
- Many of us forget how to dream. It is a gift to your family, friends, and the world when you use the talents God gave you to bring joy, light, and love with a servants heart. You can create your fun, your abundance, and your destiny.
- While on a conference call with Jack Canfield, who wrote "Chicken soup for the soul", he shares that people who create a list and visual of their dreams and review it twice a day, each day, doing 5 actions heading them towards their #1 dream, have a higher probability of that dream becoming a reality.
- May I add, take God as your partner and surround yourself with people who support your dream and experience quantum leaps.

Fast, Fun Facts About Barbara



Barbara Wagoner

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Unit Name: Barb's Bold Bright Lights

Unit # N377

Seminar Affiliation : Ruby

National Area: Go-Give

NSD Emeritus: Maria Aceto-Pirro

Senior Sales Director Emeritus:

Sylvia Viccarone (NY)

Family: Dick (husband), David (son) + Rebekah, Brian (son) + Cheyenne with children Delaney (8) and Cameron (5), in CT, MA, NJ, FL, and NH

People would be surprised to know that I: Study religions, alternative medicine, healing arts, and the brain.

I feel my best asset is: I'm always growing and evolving with a cup 1/2 full.

To unwind I like to: Read, watch comedy, walk, and write.

When I'm worried, I like to: Pray, eat, and talk with friends.

My favorite city is: Washington, DC- we lived there for 5 years

My favorite vacation destination is: The ocean and museums.

All-time favorite movie is: Anything with dancing, musicals and comedy.

The best book I ever read was: Power vs. Force by David Hawkins

My favorite meal is: Seafood, Greek or meatloaf.

My favorite time of day is: Quiet time in the early morning or evening

The hobbies I enjoy are: Art, gardening, collecting books, reading, and writing

If I could sing, I'd like to sing like: Barbara Streisand, Martina McBride, or Whitney Houston

My Mary Kay Achievements: 14 cars, \$300,000 Unit Club (3 times), \$250,000 unit club (1 time), Miss Go-Give Award (3 times), Star Director (4 times), 2 offspring director, Highest month so far \$7000, Countless MK girlfriends, retreats, beautiful customers and unit.

I am motivated by: Hope, love, making a difference, money, and growth.

Best advice I ever got: Listen, ask, care, and make others feel important.

Advice I'd give a new recruit: Treat your customers and team like gold and be an apprentice

My favorite Mary Kay Memory: My director debut with SSD Sylvia Viccarone and NSD Dorothy Boyd, earning my cars, introducing Magda, Gulshan, Cindy and Mary Alice on stage, Puerto Vallarta trip with Magda and NSD's.

Describe our company: A unique opportunity based on universal spiritual principles and unconditional love where women, men, and families can reap abundance, have flexibility, grow personally, and make new friends while providing wonderful products and service.