



WHAT MIGHT WE

Imagine

SEMINAR 2024



February Unit Goals

15 New Unit Members
15 Soar Awards Achiever/10 Star Consultants
5 New First Time Red Jackets
1 New DIQ

01



Build Strong Relationships With Your Team

Establishing robust relationships with customers, team members, and partners is paramount for long-term success, as affirmed by renowned companies worldwide.

02



Invest in Marketing and You Lead in Sales

Marketing is essential for getting your business noticed and attracting new customers. In fact 80% of your time should be spent marketing and 20% selling

03



Stay Agile

The consultants and directors who were quick to pivot in the pandemic led to a record breaking 30 million dollar units in Mary Kay during 2021

04



347-526-5005

| access2million@aol.com



February Meeting Agenda

Your Newsletter

Your Success



Customer Calling

Role-Playing various phone conversations to promote Valentine's Day.

Selling Fragrances Collections

Techniques for selling Fragrances

February 6 and 13

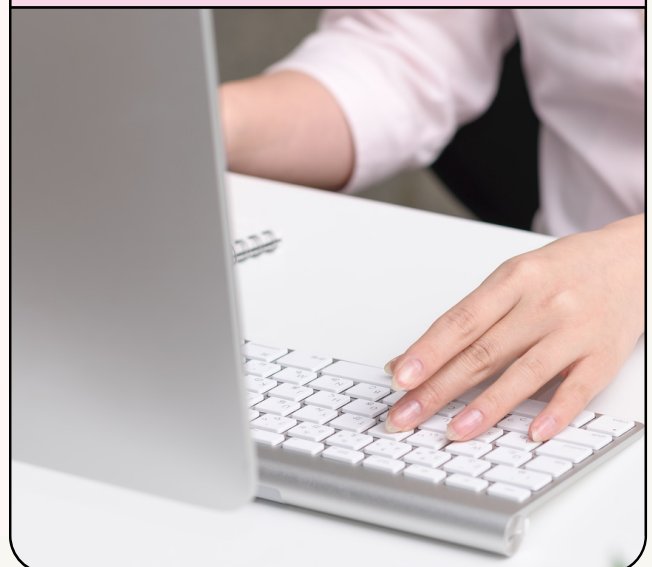
How To Build Yourself As a Brand

Representing yourself and your business

Customer Service

Creating added value for your customers

February 20 and 27



The Model Leaders

LOOK, WHO CONTRIBUTED TO BRINGING THE
MODEL LEADERS A JUBILANT 2024 START



**ELIZABETH
CROUELL**

600+ SOAR ACHIEVERS

1. **ELIZABETH CROUELL** 734.00
2. **RACHEAL ADEWOLE** 711.50
3. **EULALEE SPRINGER** 632.50
4. SHARON GRANT 620.00
5. DOROTHY THOMPSON 608.50
6. NANCY KUTTIN 605.50
7. BINTA BALDE 600.50

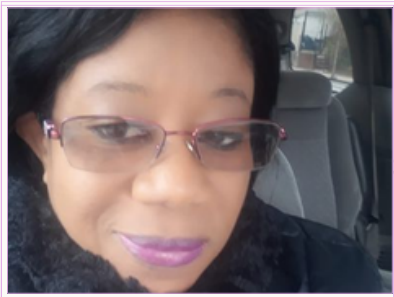
**RACHEAL
ADEWOLE**



300+ MINI-SOAR ACHIEVERS

- JACKIE DIXON 501.50
SATI RAMPAUL 469.00
JENNIFER THOMPSON 314.50

**EULALEE
SPRINGER**



225+ ACTIVE 1 (A1)

- 225+ WHOLESALE
MARIA CAMACHO
SUNITA MAHARAJ
ADOLPHINE KANNAH
AMY RIFKIN-MARKS
PATRICIA WOOLFORD
CATHERINE MARRA
BARBARA REFELL
JANESSA BAKER

**2000
CLUB**



**1000
CLUB**



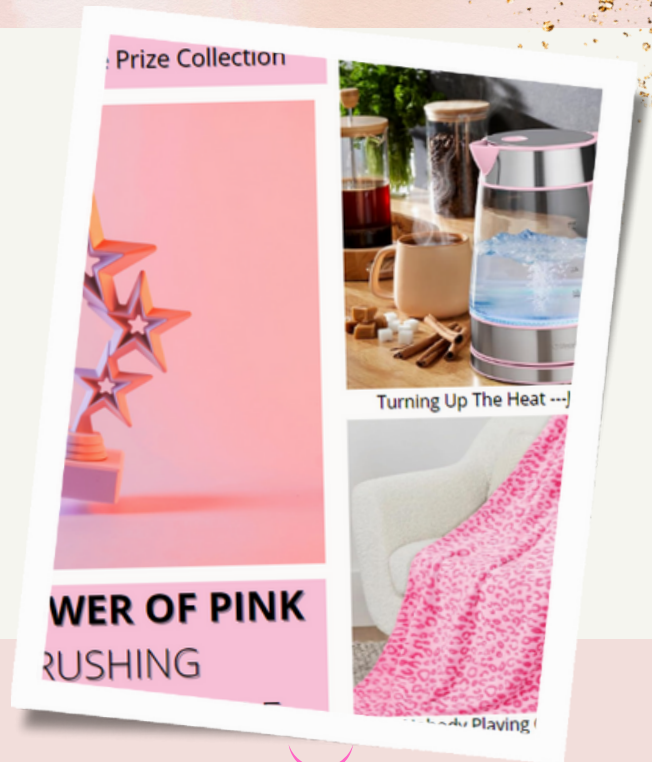
**BET ON YOURSELF!
DETERMINE YOUR FUTURE**

LET GO OF WHAT'S COMFORTABLE TO STEP INTO WHAT'S POSSIBLE

EXCLUSIVE SPECIAL FOR YOU!

QUESTIONS TO CONTEMPLATE

- What is the highest income you have ever earned in a year?
- How do you envision your ideal lifestyle?
- What steps are required to achieve the life you truly desire?
- What action will you take with this newfound knowledge?
- Are you letting self-doubt hinder your pursuit of a fulfilling life?



\$50,000 in New Mary Kay Income

HIDDEN IN \$200 DAYS IN AN UPCOMING PAGE



How Do You Get Emotionally Involved With Your Goal?

Setting a goal is easy, but staying emotionally invested in it can be challenging. Often, we start off strong with determination and excitement, but as time goes by, our motivation dwindles and we lose sight of why we set the goal in the first place. So how do you stay emotionally involved with your goal? Here is a simple exercise to ask yourself 7 layers deep:

- What is your goal?
- Why is this your goal?
- Why is that important to you? then
- Why is that important to you? then
- Why is that important to you? and
- Why is that important to you? and
- Why is that important to you? and



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MEET OUR DREAM TEAM & **TEAM PRODUCTIVITY**



JACKIE DIXON

Team Leader Production

667.00



ADOLPHINE KANNAH

Team Leader Production

780.50



ADASSA CHRISTIE-
PALMER

Star Team Leader Production

532.50



ANSELMA TRINIDAD

Senior Consultant

\$---

-



SHARON GRANT

Senior Consultant

\$---



DENISE FARRELL

Senior Consultant

\$258.00



LINNETTE FORBES

Senior Consultant

\$---



SATI RAMPAUL

Senior Consultant

\$271.50



JENNIFER THOMPSON

Senior Consultant

\$704.50

SUCCESSFUL TEAMS PRODUCE IN EXCESS OF \$2500 PER WEEK IN SALES

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MEET OUR DREAM TEAM & **TEAM PRODUCTIVITY**



CATHERINE MARRA

Senior Consultant

\$255.50



BE A LEADER

Star Team Leader

\$\$



BE A LEADER

Elite Team Leader

\$\$



BE A LEADER

Star Team Leaders

\$\$



BE A LEADER

Elite Team Leader

\$\$



BE A LEADER

DIQ

\$\$



BE A LEADER

Star Team Builder

\$\$



BE A LEADER

Team Leader

\$\$



BE A LEADER

DIQ

\$\$

Let Go of What's Comfortable To Step Into What's Possible



6 Avenues of Income

1 Marketing the Product

50% ... One of the highest direct sales commissions paid in the United States from the sale of the product. Money is given directly to you and you order directly from the company - you don't have to wait for a check to come from Mary Kay

- **On The Face** - Designed for women who like to pamper others and build relationships. These beauty experiences gather women around the kitchen table in groups of 1-6.
- **On The Go** - 10-15 minute product preview is great for a quick lunchtime appointment, right after work, or even at the ball field.
- **On Paper** - Allowing others to sell product in exchange for free product bonuses. Great for busy women and women who don't know a lot of people. This is perfect for women whose schedules are full but their checkbooks are not!!
- **Online** - Have your own interactive website for a minimal yearly fee. Mary Kay creates and maintains it for you and makes you look so professional.

2 Product Reorders

Earn 50% from the sale of the product. Our product is consumable, like sugar and bread, so reorders become a large part of our income.

3 Dovetails

You will receive 15% of the sales from an appointment that you sell to another consultant when a scheduling conflict arises. Mary Kay's priorities are God First, Family Second and Career Third. This is the only time that money is exchanged between consultants.

4 Team Building

Mary Kay is a dual-marketing company—not a MLM (Multi-level Marketing). Team building commission is paid directly from the Company as long as the team member and recruiter are active.

5 Career Car Program

Mary Kay has 3 levels of career cars that you can earn from the company. You can choose a cash compensation package (\$425-\$925 a month) for 2 years or the use of a leased car, with the license, tax, car payments and a portion of your insurance paid for 2 years.

Which car would excite you the most? Chevy Trax, Chevy Equinox, or the famous Pink Cadillac?



6 Leadership

Sales Directors can earn an additional 13% commission on unit wholesale production each month and qualify for monthly, quarterly and yearly cash bonuses. This all comes in the form of a commission check from the Company, never from the Consultant's pocket. Directors can also qualify for diamond jewelry, the use of pink Cadillacs and first-class trips around the world.

Family Security Program

First in direct selling industry to offer a 15 year "retirement" plan for the National Sales Director position.



IT'S ALL ABOUT THE REDS!

Did you know that most consultants have an average of one new team member for every 5 appointments shared?

Write down your appointments shared below to find your average and watch your team grow!

If you ask only one person per month
You will probably add one every 5 months, or 2 team members every year!

If you ask only one person per week
You will probably add one every 5 Weeks, or 10 new business associates a year!

If you ask only 2 people a week
You will probably add one every 2 weeks, or 20 new business associates a year!

If you ask 5 people a week you get 52 Team Members a year!!

If you ask 10 people a week you will add 2 a week or 104 business associates a year!

Shani's Office Design Team

Name: Name: Name: Name: Name:



Team: Team: Team: Team: Team:

1	1	1	1	1
2	2	2	2	2
3	3	3	3	3
4	4	4	4	4
5	5	5	5	5

My WEEKLY PLAN/ IPA SHEET

WEEK OF: _____

4 HOUR IPA (INCOME PRODUCING ACTIVITIES) = 4 HOURS/DAY (5 DAYS/WEEK)
 SCHEDULE 30 MINUTES TO HOUR TIME SLOTS THAT WORK FOR YOU & FILL IN WHAT YOU
 ARE WILLING TO DO FOR YOUR BUSINESS & CAN COMMIT TO FOR THE WEEK:

___ BOOKING ___ COACHING ___ CUST. SERV ___ SHARING THE OPPORTUNITY

	SUNDAY	MONDAY	TUESDAY	WEDNESDAY	THURSDAY	FRIDAY	SATURDAY
5:00AM							
6:00AM							
7:00AM							
8:00AM							
9:00AM							
10:00AM							
11:00AM							
12:00PM							
1:00PM							
2:00PM							
3:00PM							
4:00PM							
5:00PM							
6:00PM							
7:00PM							
8:00PM							
YOUR RESULTS ENTER NUMBERS	___ BOOKINGS ___ COACHED APPTS. ___ SALES (NEW & REORDER) \$ _____ ___ SHARING APPTS.	___ BOOKINGS ___ COACHED APPTS. ___ SALES (NEW & REORDER) \$ _____ ___ SHARING APPTS.	___ BOOKINGS ___ COACHED APPTS. ___ SALES (NEW & REORDER) \$ _____ ___ SHARING APPTS.	___ BOOKINGS ___ COACHED APPTS. ___ SALES (NEW & REORDER) \$ _____ ___ SHARING APPTS.	___ BOOKINGS ___ COACHED APPTS. ___ SALES (NEW & REORDER) \$ _____ ___ SHARING APPTS.	___ BOOKINGS ___ COACHED APPTS. ___ SALES (NEW & REORDER) \$ _____ ___ SHARING APPTS.	___ BOOKINGS ___ COACHED APPTS. ___ SALES (NEW & REORDER) \$ _____ ___ SHARING APPTS.

MY WEEK INCLUDES:

COLOR IN YOUR WEEKLY PLAN SHEET WITH THE COORDINATING COLORS TO PLAN YOUR WEEK!

BLUE: QUIET/FAITH/EXERCISE TIME
YELLOW: FAMILY TIME
RED: DATE NIGHT
GREY: OTHER JOB
GREEN: BOOKING APPTS CALLS
GREEN: FACIAL(S)/ PARTY/ SHOWS
GREEN: COACHING (HOSTESS/GUESTS/UPCOMING APPTS)
GREEN: CUSTOMER SERVICE CALLS/SALES/REORDERS
GREEN: SHARING APPOINTMENTS (BOOKING & SHARING TIME)
PINK: SUCCESS MEETING (LOCAL MEETING OR VIA OOVOC)

WEEKLY SALES:

SALES GOAL: \$ _____

TOTAL SALES: \$ _____

MY STAR:

ORDERS PLACED THIS WEEK:

\$ _____ WHOLESALE ORDER

DATE PLACED: _____

\$ _____ WHOLESALE ORDER

DATE PLACED: _____

STAR TOTAL TO DATE: \$ _____

TEAM BUILDING:

SHARING APPTS. HELD: _____

NEW TEAM MEMBERS: _____

BOOKINGS SCHEDULED FOR

NEXT WEEK: _____

Retail Income

Pay yourself immediately on product sales.

Beauty Experience Income

_____ # of Beauty Experiences a Week
 x \$300 Sales at Beauty Experiences with 3 adults
 \$ _____ Weekly Sales
 x 4 Weeks in a Month
 \$ _____ Monthly Sales
 x 50% Commission on Retail Sales
 \$ _____ Monthly Profit before expenses*

* It's suggested that you save 10% of your profit for business expenses.

Reorder Income

2 Prestige Clients a Week
50 Weeks in a year (2 weeks off for vacation)
 100 Prestige Clients
\$300 Average customer spends per year
 \$30,000 Yearly raise in sales
50% Commission
 \$15,000 Average profit raise*

Team Building Income

Commissions are paid once a month from the company, based on number of team members, size of their orders and size of your personal order.

For more details, see the "Steps to Success" and "Career Path Incentive" brochures found on InTouch.

Please Note: This is designed by NSD Diana Sumpter to show the different avenues of income of our marketing plan, all figures are approximate, there are no guarantees and subject to change at any time

The Model Leaders

POSSIBILITY PATH

BET ON YOURSELF

PRESENT

Reassess what you really want and be willing
to stop hiding



SELF-CONFIDENCE

Invest in developing your self image and your self
confidence



STEP BACK FROM WHO YOU ARE TO
SLING SHOT TO WHERE YOU WANT
TO GROW

Embrace self-reinvention! Change is not achieved by
battling your current reality; it's about constructing a
new paradigm.



BUILD IT BETTER

Embrace and empower your new journey by utilizing the
3S approach to affirm a purposeful and driven life.



TIME TO TURN MY MONTHLY INCOME INTO MY WEEKLY

\$50,000 EXTRA INCOME

By implementing three key strategies, she achieved remarkable success and emerged as the Queen of Sales in her division, amassing over \$120,000.

Firstly, she orchestrated grand self-care events, empowering clients to feel confident in their skincare routines and enhance their natural beauty.

Secondly, she recruited dedicated individuals who consistently surpassed weekly sales targets of \$300. Recognizing their invaluable contributions, she rewarded their efforts accordingly.

Lastly, she fostered a network of committed hostesses who hosted quarterly parties, ensuring a steady stream of business and expanding her market reach.

Through her strategic approach, she not only achieved impressive sales figures but also solidified her reputation as the unrivaled queen of sales in our unit. Jennifer's actions sparked a movement, resulting in 6 out of 10 consultants ranking in the top 10 at the seminar.



BET ON YOURSELF

DETERMINE YOUR FUTURE
INVEST IN 25 SKIN CARE SETS



Hiding is costly

Playing small because you are afraid to take the skincare **party** steps will cause:

- loss of income
- denying yourself of living your dream life
- feeling unworthy

BOOK CLASSES & FACIALS!
DETERMINE YOUR FUTURE



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TOP 25 YEAR TO DATE



**BINTA
BALDE**



**RACHEAL
ADEWOLE**



**SHARON
GRANT**



**DOROTHY
THOMPSON**



**ADOLPHINE
KANNAH**

- **BINTA BALDE-----DUCHESS CT**
- **RACHEAL ADEWOLE--DUCHESS CT**
- **SHARON GRANT**
- DOROTHY THOMPSON
- ADOLPHINE KANNAH
- ADASSA CHRISTIE-PALMER
- KWEINYON KANNAH
- JACKIE DIXON
- EULALEE STEWART SPRINGER
- NYENEPLUH NEUFVILLE
- JENNIFER THOMPSON
- NANCY KUTTIN
- ELIZABETH CROUELL
- DENISE FARRELL
- CATHERINE MARRA
- CHARLOTTE MERCADO
- EUNIDE BERNARD
- SATI RAMPAL
- ANSELMA TRINIDAD
- DONNA WHYTE
- PATRICIA WOOLFORD
- JANESSA BAKER
- ANDREA NUGENT
- JUSTINA OSAKWE
- ADEO JOHNSON



**BET ON
YOURSELF**

**BOOK CLASSES & FACIALS!
DETERMINE YOUR FUTURE**

LET GO OF WHAT'S COMFORTABLE TO STEP INTO WHAT'S POSSIBLE



DO YOUR PROSPECTS RESONATE WITH THIS?

NEEDS EXTRA MONEY

NEEDS A SUPPORTIVE COMMUNITY

NEEDS FUN & FREEDOM

Make a 50% profit on products your clients use daily

Work with a team who is interested in your personal and professional growth

Be celebrated for your wins and recognized every step of your journey

click here →

MADISON FINDS CONFIDENCE AND FRIENDSHIP STARTING HER MARY KAY BUSINESS

CINDY FINDS HER WAY TO BE ALL SHE WANTS TO BE

1

BOOK A CHAT WITH YOUR PROSPECT

2

IDENTIFY HOW YOUR BUSINESS CAN HELP HER REACH HER GOALS

3

GUIDE YOUR NEW TEAM MEMBER IN STARTING HER BUSINESS FOR \$30+

ATTEND YOUR NEW CONSULTANT ORIENTATION & JOIN YOUR UNIT FACEBOOK GROUP

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ONTARGET STAR CONSULTANTS QUARTER ENDING MARCH 15

FREE GIFTS THIS Quarter



CONSULTANT	WHOLESALE + TEAM BUILDING	POINTS NEEDED FOR SAPPHIRE
<i>Racheal Adewole</i>	1333.50	466.50
<i>Sharon Grant</i>	1233.00	567.00
<i>Elizabeth Crouell</i>	734.00	1066.00
<i>Eulalee Springer</i>	632.50	1167.50
<i>Dorothy Thompson</i>	608.50	1191.50
<i>Nancy Kuttin</i>	605.50	1194.50
<i>Binta Balde</i>	600.00	1200.00
<i>Jackie Dixon</i>	501.50	1298.50
<i>Sati Rampaul</i>	469.00	1331.00
<i>Catherine Marra</i>	468.50	1331.50
<i>Charlotte Mercado</i>	438.75	1361.25
<i>Jennifer Thompson</i>	314.50	1485.50
<i>Mercedes Thompson</i>	307.00	1493.00

QUARTER ENDS MARCH 15

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SOAR ACHIEVERS



ELIZABETH CROUELL

Wholesale

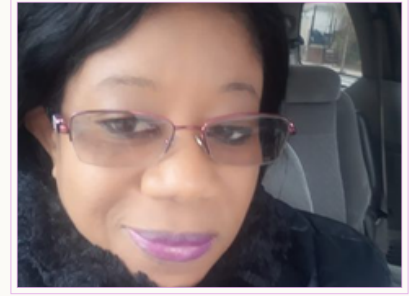
\$734.00



RACHEAL ADEWOLE

Wholesale

\$711.50



EULALEE SPRINGER

Wholesale

\$632.50



SHARON GRANT

Wholesale

\$620.00



DOROTHY THOMPSON

Wholesale

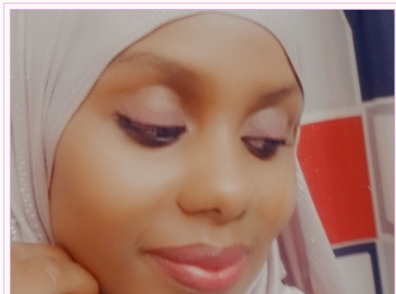
\$608.50



NANCY KUTTIN

Wholesale

\$605.50



BINTA BALDE

Wholesale

\$600.00



WAITING FOR YOU

Wholesale

\$



WAITING FOR YOU

Wholesale

\$

WHATS KEEPING YOU SAFE IS KEEPING YOU STUCK

LET MY DREAMS COME THROUGH



STEP BACK FROM WHO YOU ARE TO SLING SHOT TO WHERE YOU WANT TO GROW

What is essential for your life?
What are my options?
How can I let it be easy

FEELS LIKE A PRINCESS

- Each day list 3 things you are grateful for
- Text someone you appreciate and let them know why you are grateful for them.
- Write about a challenge that you are grateful for because it taught you something important



28-DAY GRATITUDE JOURNAL CHALLENGE

DAY	WEEK 1	WEEK 2	WEEK 3	WEEK 4
1	Write down three things you are grateful for today.	Call or text someone you appreciate and let them know why you are grateful for them.	Write about a person who has positively impacted your life and why you are thankful for them.	Make a list of five things that bring you joy and gratitude.
2	Take a moment to appreciate something in nature, whether it be a beautiful view or the feeling of the sun on your skin.	Write about a place you are grateful for, whether it be your home, a favorite vacation spot, or a cozy coffee shop.	Think about a talent or skill you have that you are grateful for and write about how it has positively impacted your life.	Write a thank you note to someone who has made a difference in your life.
3	Write about a moment or experience that made you feel grateful or blessed.	Take a moment to appreciate your body and write about three things you are thankful for in regards to your health.	Write about a material possession you are grateful for and why it brings you joy.	Take a moment to appreciate your job or career and write about how it has positively impacted your life.
4	Write about a friend or family member who has been there for you through thick and thin, and how they have positively impacted your life.	Make a list of five things you are looking forward to in the future and why you are grateful for them.	Take a moment to appreciate your community and write about something you are thankful for in regards to where you live.	Write about a book or movie that has inspired you and how you are grateful for its impact on your life.
5	Write about a time when someone showed you kindness and how it impacted your life.	Write about a spiritual belief or practice that brings you gratitude and peace.	Take a moment to appreciate the technology you use on a daily basis and write about how it has positively impacted your life.	Write about a food or meal you are grateful for and why it brings you joy.
6	Write about a challenge or obstacle that you are grateful for because it taught you something important.	Make a list of ten things you are grateful for right now.	Write about a pet or animal you are grateful for and how they bring joy to your life.	Take a moment to appreciate your senses (sight, smell, taste, touch, and hearing) and write about three things you are grateful for in regards to each sense.
7	Write about a teacher or mentor who has positively impacted your life and how you are grateful for their influence.	Take a moment to appreciate your sense of humor and write about three things that make you laugh or smile.	Write about a historical figure or event that you are grateful for and how it has positively impacted your life.	Make a list of three things you are grateful for in regards to your personal growth or development.