



THE DYNAMO DISPATCH

August 2024

June Results

Weekly Goals: One new recruit/2 guests at your weekly meeting/3 shows held last week/
\$400 retail sales last week/5 Shows booked for next week

*Again, congrats to
our TOP 5 in retail
sales for last
Seminar year:*

- Queen: Marilyn Smithyman
- 2. Lori Szczublewski
- 3. Constance Wortman
- 4. Gretchen Reno
- 5. Janet Henry

DYNAMO SPOTLIGHT



*Congratulations
to
Pat Czubkowski*

**on her retail sales
(submitted WAS)!**

Facials: \$57, \$133
OTGo: \$22
Reorders: \$111

THANK YOU, THANK YOU, THANK YOU for placing a wholesale order!

Constance Wortman
Marilyn Smithyman
May Hyde
Valerie Forret
Betty Holloway
Nancy Kirt

Jennifer Golden
Teresa Germano
Nancy Mueller
Kathy Haass
Debbie Camberis-Economou
Mary Lindstrom

Katie Cielinski
Denise Lang
Patricia Czubkowski
Lori Szczublewski
Heidemarie Reitzenstein-Prather

McCoy Legacy Area Events - Mark Your Calendars

Monday, July 15th: Seminar recognition by Zoom

Thursday, September 12th: Western Racquet Club, Details TBA

Thursday, November 14th: Western Racquet Club, Holiday Gift Boutique

congratulations to our Monthly Queens!

Queen of Retail Sales



Pat Czubkowski

Queen of Wholesale



Constance Wortman

Queen of Recruiting



Jill Getenhart



Flying Higher

Notes from Nancy Jo



Dear Dynamo-Flying-Highers "Champions By Choice"... Best Unit in Mary Kay!

Welcome to August, the last month of Summer....and all the ways to "alternative sell" to your clients, especially our BODY CARE items!! So proud to be your Director! 😊

Thanks to those who submitted their Goal Sheets from last month's newsletter. Those who write down their goals WILL achieve them, according to all the statistics. YOU are now destined for greatness!! Speaking of goals, why not set your sights on BEING A STAR EVERY QUARTER AND ACHIEVING THE PRINCESS COURTS OF SALES (\$800+ wholesale per month) AND SHARING (One new team member per month) THIS YEAR? Anything is possible when you believe and go to work!! Let me help you get there!

To maximize this year, let's focus on the basics: Use the POWER AND RED CLUB programs to move up the Career Path. RED JACKETS & STAR TEAM BUILDERS: 20 new REDS this year! Remember the story of the legendary Green Bay Packers' football coach, Vince Lombardi, entering the locker room after a game that had been "not-so-sensational" ... holding up a football in front of his team, and saying, "Gentlemen, THIS is a football." He decided that they needed to go "back to the basics"! That is what we need to do, as well.

One of the most "basic" activities we can accomplish is holding appointments. Which will lead to sales...which will lead to wholesale orders, which will lead to future bookings, which will lead to potential team members and YOU... moving up the MK Career Path, earning the kind of money you planned on when you signed your Agreement! How is THAT for a strategy? The Company calls it "Working Full-Circle".

Well, the easiest way to move up in Mary Kay is to track your efforts. We call the simple system we have developed, THE POWER & RED CLUB PROGRAMS! Every newsletter has the "rules of the game" and the "voucher" included. Just by seeing the faces, having your clients order products, YOU ordering products from the Company, and sharing the MK Opportunity info with your sharp customers, YOU WILL BE A MONTHLY WINNER! Let's make each Dynamo's minimum goal for the New Year be the "6-Group Appointments" level with Retail, Wholesale & Team Building:

"6, 6, \$600, Weekly doing 1-2 +1-2 + \$150 Wholesale - \$300" ... which translated is:

- 6 Group parties or 30 faces in one month
- 6 Career Surveys (interviews) in the month (sharp prospects hear the Marketing)
- \$600 wholesale order to the Company in a Month (sell \$1,200 retail)
- 1 Qualified new team member in a Month (a new recruit who places her order)
- Weekly Focus: 1-2 + 1-2 + \$150 wholesale (sell \$300 retail/week)

Special bonus: a new qualified recruit (600 wholesale order in the month), boosts you up to the next level of prize category, if all the other requirements for this level are completed).

Congrats to those who earned the Company fluffy pink designer Cross-Body Bag for \$700 wholesale order in July. Let's have 100% Dynamo winners each month! We will create a big wave of excitement. When you complete the POWER PROGRAM for 2 out of 3 months (July-September), you earn an additional gift from me!

Keep in mind that, by taking only 10-15 minutes in the beginning of your day, to plan it out... you will save yourself up to two hours of unproductive time, spinning your wheels. Are you willing to go "back to the Basics" by using the "6 Most Important Things to Do" list and completing it before bedtime, using the Weekly Plan and Weekly Accomplishment sheets (WAS)? Unless I receive your WAS, we cannot read about YOU in the Dynamo Dispatch every month! We want to showcase YOU and your efforts!! A great hint for you: obtain and read the "MIRACLE MORNING" book and begin to follow its advice!

If you missed doing your Perfect or Power Start in July, feel free to book those teachers and others (before school starts) to earn your PS pin this month! Nothing is holding you back, except YOU, right? 😊

Email me how the New Consultant Training Program and MK University programs have helped you! I will include your comments in our Monthly newsletter.

Be sure to "FRIEND" me on Facebook, so I can include YOU in our exclusive Dynamo group. We share lots there and want you to be "in the know"!

Thanks for being THE BEST UNIT IN MARY KAY!

With love and total belief in YOU!

WJo ❤️

AUGUST DATES:

All Mondays by ZOOM at 8 pm CT, except NO MEETING on Monday, September 2nd, which is LABOR DAY.

Read Carefully! Special Note for Month-End: How do I place my orders?

Friday, August 30th: Last day of the month to place phone orders (until 10 pm Central).

Saturday, August 31st: Last business day of the month. You can place online orders up until 9 pm.

If you know you will need help with your order, let me know by NOON today.

New Consultants

Consultant

Mary Lindstrom

Daisha Welch

From

Brookfield, WI

Milwaukee, WI

Proud Sponsor

Jill Gretenhart

Jill Gretenhart



Welcome to our Unit!

Congratulations on your decision to begin a business with one of the best business opportunities available for women today! It's not where you start but where you finish so enjoy the journey along the way! Visit our Unit web site at www.myunitsite.com/bdelachica. Be patient, persistent, and **never, never, never give up!**

Welcome Back Reinstated Consultants!

Consultant

Debbie Camberis-Economou

Betty Holloway

Nancy Mueller

From

Pingree Grove, IL

Brookfield, WI

Sussex, WI

Proud Sponsor

Jill Gretenhart

Jill Gretenhart

Jill Gretenhart

**We're glad to have you
back on our team!**



August



Consultant

Mary Lindstrom

Marilyn Smithyman

Valerie Forret

Pamala Cox

Constance Wortman

Linda Polulach

Day

1

9

10

12

17

29

Consultant

Constance Wortman

Gretchen Reno

Donna Donoval

Years

42

20

10

Climbing the Ladder of Success

**Future Executive
Sales Director
Nancy Jo Baratti**



Offspring Directors:
Nancy Moser, NSD
(Retired Emeritus)
Maureen Jirikowic, Dir.

Ladies in Red

Elite Team Leader

Jill Gretenhart

Debbie Camberis-Economou
Katie Cielinski
Kathy Haass
Betty Holloway
Denise Lang
Mary Lindstrom
Nancy B. Mueller
Pat Czubkowski
Andrea McCall
Phyllis M. Olson
*Julie A. Aprahamian
*Tina M. Collette
*Donna Donoval
*Becky L. Olsen



Red Ahead

Senior Consultants

Julie Dohring

Gretchen A. Reno

Julie Irvine

Marilyn Smithyman

Patricia Czubkowski

Karla W. Scobie

*Linda L. Polulach



*Indicates Inactive

Follow the Steps to Success!

Rewards for being a:



Sales Director
24+ Active
Recruits

9% or 13% Unit Commissions
9% or 13% Personal Commission
Bonuses starting at \$500 per month
\$100 Bonus each qualified new recruit



Team Leader
5+ Active
Recruits

9% or 13% Commissions
Team Building Bonus (\$50)
Team Leader Pin
Can go on-target for FREE Malibu



**Director in
Qualification**
10+ Active
Recruits growing
to 24 in 4
months

9% or 13% Commissions
Team Building Bonus (\$50)
Can go on-target for FREE Malibu



**Star Team
Builder**
3-4 Active
Recruits

4% Commission
\$50 Bonus on 4th Qualified Recruit
Star Team Builder Pin
\$50 Rebate on Red Jacket



**Future Sales
Director**
8+ Active
Recruits

9% or 13% Commissions
Team Building Bonus (\$50)
Future Sales Director scarf
Can go on-target for FREE Malibu



**Senior
Consultant**
1-2 Active
Recruits

4% Commission*
Senior Consultant Pin

Don't stop until you get to the top!

July 1, 2024 and June 30, 2025



It's time to unleash gravity-free thinking and turn goal-setting into goal-getting with the *Power Your Sales* Monthly Selling Challenge. Each month during the 2024–2025 Seminar year that an Independent Beauty Consultant orders \$700* or more in wholesale Section 1 products, she can earn the monthly reward from the *Power Your Sales* Monthly Selling Challenge. The order(s) can be a single order or cumulative orders of \$700* or more as long as they occur during a single month. Establishing a strong customer base and selling \$700* or more a month in wholesale Section 1 products can help her Power UP her Mary Kay business! The fabulous monthly rewards can't be found in a store – you can only get them by achieving this challenge.

Earn this powerfully playful Mary Kay-branded dominoes and playing cards set when you achieve the **Power Your Sales** Monthly Selling Challenge in August!



Consultants who achieve the **Power Your Sales** Monthly Selling Challenge each month during the challenge time frame (July 1, 2024 – June 30, 2025) can earn a Mary Kay-branded perpetual calendar filled with Mary Kay Ash quotes!



MILLION DOLLAR UNIT IN THE MAKING!

"Love" Checks

13% Recruiter Commission Level	
Name	Amount
Nancy Jo Baratti	\$165.00
9% Recruiter Commission Level	
Jill Gretenhart	\$163.50

SEMINAR SAVINGS CLUB:

Save \$13 a week to attend Seminar in 2024. You can have \$50 profit from selling just ONE Timewise Miracle Set 3D Skin Care set. Can you do that every week, in order to attend the event that will change your MK life? Emerald Seminar 2025 dates: TBD

A FUN AND PROFITABLE SUMMER APPOINTMENT: PEDI / SPA / PAJAMA PARTY!!



Want to have fun for the rest of the warm summer weather? We all need a break from the heat, anyway, right? Have a "Pedi / Spa party" that includes our four WT&C Shea products / the Hydrogel Eye Patches / Mint Bliss Foot Energizing / Soothing Eye gel! OR... Substitute with the MK 2-in-1 Wash and shave and matching lotion... or the Berry & Vanilla and Apple & Almond products.

Soaking our feet is a great way to pamper oneself and removing those ugly dead skin cells!! Each gal brings her own soaking bucket & bath towel. The ladies get to soak their feet, use the exfoliator on their arms legs and feet, and experiment with our other pampering products, too. And, as an added touch, each gal brings her cutest pair of PJs. YOU put each pair in a grocery bag that looks identical to all the others. Later, after the pampering part, you open the bags and each gal votes by secret ballot, on her favorite PJs. The winner receives a special gift from YOU! You will sell lots of body care items and have so much fun! Your hostess can serve (store-bought) cookies or brownies and serve lemonade or iced tea. Then, you book the next several parties by offering Pedi kits or whatever you have "extra" of on your shelf. There will be so much laughing and enjoyment, they will all want to book and... some will recruit, too! Contact me for more details... you will so love doing these parties!

Recall what Mary Kay always told us: "Success is yours by CHOICE, not by CHANCE". That is why we are called the "Champions by Choice"!! We CHOOSE to be CHAMPIONS!

Nancy Jo's Dynamos Olympic Sheet

July 1, 2024 - June 30, 2025

WHILE
BUILDING
YOUR
BUSINESS!

20/20 VISION!



WORLD CLASS! (DIQ & Director Action!)
Complete ALL 5 GOLD TEAM REQUIREMENTS
& 1 QUALIFIED TEAM MEMBER that month!

WIN GIFTS FROM THE DYNAMOS TREASURE CHEST

GOLD TEAM! Win gifts from the Dynamos Treasure Chest

Complete 3 of the 5 categories:

- 9 Beauty Experiences or 30 faces**
- \$1,200 Retail Sales
- \$800 Wholesale section 1 order
- 4 Recruiting Interviews, Questionnaires, guest at MK event
- 1 New Team member



SILVER TEAM! Win gifts from the Dynamos Treasure Chest

Complete 3 of the 5 categories:

- 6 Beauty Experiences** or 20 faces
- \$800 Retail Sales
- \$600 Wholesale section 1 order
- 4 Recruiting Interviews, Questionnaires, guest at MK event
- 1 New Team member



BRONZE TEAM! Win gifts from the Dynamos Treasure Chest

Complete 3 of the 5 categories:

- 3 Beauty Experiences** or 12 faces
- \$450 Retail Sales
- \$225 Wholesale section 1 order
- 4 Recruiting Interviews, Questionnaires, guests at MK event
- 1 new Team Member



Customer's Name - Place H if Hostess ** if attended BE	Amount \$
1	
2	
3	
4	
5	
6	
7	
8	
9	
10	
11	
12	
13	
14	
15	
16	
17	
18	
19	
20	
21	
22	
23	
24	
25	
26	
27	
28	
29	
30	

Retail Sales
Week 1 \$
Week 2 \$
Week 3 \$
Week 4 \$
Total \$

Wholesale
TOTAL Amount \$

Recruiting Interviews, Questionnaires or agreements signed *if Q
1 _____
2 _____
3 _____
4 _____
5 _____
6 _____
7 _____
8 _____
9 _____
10 _____

Future Hostesses /2nd appointments booked
1 _____
2 _____
3 _____
4 _____
5 _____
6 _____
7 _____
8 _____
9 _____
10 _____

VOUCHER DUE TO YOUR DIRECTOR BY TH 5TH OF EACH MONTH BY TEXT OR EMAIL

Name _____ Month _____

PLEASE CIRCLE TEAM ACHIEVED: WORLD CLASS GOLD SILVER BRONZE

NOTE: TEXT or EMAIL YOUR RESULTS to your Director no later than the 5th of each month!

* A Qualified Recruit (Q) must submit an agreement and a min of \$600 in Wholesale Section 1 order within the calendar month.
** A Beauty Experience is a skin care class with a hostess + at least 2 guests over 18yrs old and doesn't have a MK consultant.

NEW FACES *take you* PLACES

July - September Consistency Club



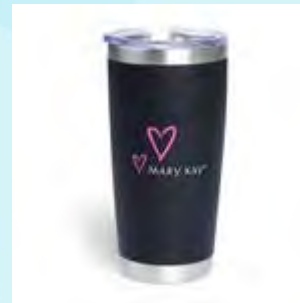
Set of 3 MK Pens
\$225.00 wholesale



Set of two MK Luggage Tags
\$425.00 wholesale



MK Magenta Water Bottle
\$625.00 wholesale



MK Black Travel Coffee Mug
\$825.00 wholesale

Luggage Tags & Coffee Mug or Water Bottle
\$1,025.00 wholesale

You can earn one of these 5 prizes by consistently ordering a minimum wholesale order matching your chosen prize level each of the 3 months. (July-September). Let *New Faces take YOU places!*

Tracking for National Court is \$1,670.00/month & Tracking for Princess Court is \$833.34/month

Monthly Wholesale Contest

2023 Monthly Challenge | Orders can be cumulative to earn prize levels | A full size set counts as multiple items
Submit to your Director by the 5th of the following month to claim your prize!

sell 25 items and order
250 wholesale
Earn a Mystery Prize!



sell 50 items and order
600 wholesale
Earn "Its About Me"
Mug "



sell 75 items and order
850 wholesale
Earn Mary Kay tote



sell 100 items and order
1000 wholesale
Set of pink Travel
Accessories



1.	26.	51.	76.
2.	27.	52.	77.
3.	28.	53.	78.
4.	29.	54.	79.
5.	30.	55.	80.
6.	31.	56.	81.
7.	32.	57.	82.
8.	33.	58.	83.
9.	34.	59.	84.
10.	35.	60.	85.
11.	36.	61.	86.
12.	37.	62.	87.
13.	38.	63.	88.
14.	39.	64.	89.
15.	40.	65.	90.
16.	41.	66.	91.
17.	42.	67.	92.
18.	43.	68.	93.
19.	44.	69.	94.
20.	45.	70.	95.
21.	46.	71.	96.
22.	47.	72.	97.
23.	48.	73.	98.
24.	49.	74.	99.
25.	50.	75.	100.

AM I SABOTAGING MYSELF???

You may or may not have thought some of the following, however, if you wonder why you are not making more progress in your MK business, it will be beneficial to read these items over, and make any necessary corrections.

#1). **"I'm too busy to work my MKay Business"**. Ask yourself why you're so busy. Have you allowed other people to turn you into their "errand person"? Do you lack a plan to organize your days & duties? Do you hide behind a wall of "busy-ness" to mask a sense of insecurity or loneliness? Learn to make prioritized lists of what you need to accomplish: delegate what you can, dump what's unimportant. If you're staying busy to avoid what's going on inside of you, now is the time to find help to get over it. (Hint: Your Director can help you!)

#2). **"I don't know anybody"....or...."I've run out of all my friends to try MKay"**. Simply out of names, or are you frozen with fear? Self-sabotage can take subtle forms that initially seem to be "real" business dilemmas, but on closer inspection, turn out to be based on fears. Make a list of all the different places you've been last week and/ or plan to go this week. Write down the names of all the people you'll be seeing @ each place (men, too: they have wives, moms, sisters and girlfriends!). Ask them for referrals for those who may desire a free "Pampering service". Give them a little gift for helping you out.

#3). **"My husband (family, friends, pets) doesn't want me to spend so much time on my MKay" or... "I don't want to sacrifice my marriage, family, pets for MKay"**. Are you helping them come to this conclusion because, in fact, you really don't want to get up and get going? Sometimes all we do is complain about our work, but forget to share the good times w/ our families...and...no wonder they want us to stop! Make a list of all the ways MKay can improve your life & the lives of your loved ones. You need to fully appreciate what MKay has to offer you, and what you are losing by staying put, or giving up. Next, sit down & go over the list w/ your family. Tell them how much it would mean to you to have just one of those improvements come true through your work in MKay. Show them the family schedule & have them help you select 6 to 8 hours/ week, for you to be allowed (guilt-free) to pursue your MKay. (Let them select a prize from the quarterly Star Consultant promo that they would like you to earn, and help you to do it!)

#4). **"As soon as I read the Consultant's Guide for the 20th time & have memorized all the ingredients in each product, then I will feel ready to hold my first show"**. Many times perfectionism is a guise to hide a fear: perhaps, of embarrassing yourself, or being "onstage" in front of other ppl. Give yourself permission to be human: find a role model, & watch how she is able to succeed, in spite of being imperfect. In the meantime, bring your guests our weekly Monday eve meeting, as models for their free makeovers, or to the Monthly Career Breakfast. Let us help you teach, train & enlighten, as you learn, and earn the money! And..attend all trainings & workshops to improve your skills.

#5). **"I'm broke" or.. "I need to spend my money on 'X'" or.. "I need a REAL job so I can get out of this financial hole I'm in"**. Are you keeping track of your finances, or embezzling yourself right out of business? Mary Kay IS a REAL "job". : you just need to treat it like one! Calling in sick, stealing money, being apathetic @ work,..are all reasons to be fired @ any place of employment. Don't let these same habits comprise the excuses you choose to sabotage your MKay Career!! Discipline yourself to work with the 60/40 rule: after you are on a "profit level" (Ask me what that means) then, 60% of your money gets re-invested in your business, with 40% being your spendable profit. Still need more money? Hold more selling appointments: don't steal from your MKay money!

#6). **"I'm going to get started tomorrow, I really AM"**..Procrastination is a slow suicide. Each day you delay starting, saps your self-esteem, your determination, your energy. Break down your "getting started" into bite-sized pieces, seasoned with "rewards" for yourself. For example, today....assemble your sample "looks" & get two new names. Call the two new names from yesterday & book them for appointments for THIS WEEK! And, then, reward yourself with a special treat! Also, call your Director for advice re: a small challenge you CAN do!

#7). **"If I can't do my MKay Business 100% of the time, then I'm not going to do it at all!"** A perfect setting for continual failure & the loss of all self-esteem it brings is to have an "All-or-Nothing" attitude! Life is full compromises. Nobody does MKay 100% of the time, because Mary Kay herself told us to put "God first, family second". And, if you really want to it 100% but you can spare only 2 hours/ week, then here is the solution: when you ARE doing your business those 2 hours, put 100% into it for just those 2 hours. That's all you can ask of yourself..& you will still be wildly successful!

#8). **"I'm too shy to do this"**. Few of us come into MKay completely prepared to do this business. We all have something to learn, & learning means being willing to change. Do you want to change? Do you realize that shy people need money, too? And, that it takes all types to sell to all types? Change is always uncomfortable because it is always new. Remember that you will be starting with friends & family, not strangers. And, you will be teaching what you already know, after you have been trained yourself. You are not expected to hold app'ts until you feel comfortable, anyway, & our training is full, free & ongoing!

#9). **"I'm going to recruit 30 people this month & become a Director"**. Before you set HUGE goals, set smaller ones for yourself. Take one step @ a time. This is the way to gain self-confidence. Otherwise the task seems so overwhelming, and one feels "justified" in "throwing in the towel" before you really even begin. Goals don't need to be BIG to be IMPORTANT. Simple goals like: handing in weekly paperwork & being @ every weekly meeting can make all the difference to your success.

#10). **"As soon as she is ready to go warm-chattering with me then I'm going to get my business started& the Doctors think she'll be able to leave the hospital in a few months."** Giving the responsibility of our success (or failure) to another Consultant, or your Director, is sabotage, especially when that person is not successful herself. Sure, it salves your conscience, at least temporarily, to be able to blame someone else to justify your lack of success. However, it gets harder & harder to justify your anger @ her when, deep down, you 've always known " It if is to be, it is up to **ME**"! Instead, take your Director as your goal – setting mentor, God as your business partner, get yourself out of the way, and take total responsibility for your actions!

#11). **"I'm just taking a break for awhile"...or "I quit"**. Time for a "reality check"! You are playing with fire... & a fire that blazes out of control can destroy all you've worked for, and more. It can also destroy the confidence of your personal recruits & the other Consultants who look up to you. We all need to enjoy taking an occasional break. But, a break without a deadline begins to sap our personal energy, our self-esteem, and our Career's momentum. The only way you "coast" in MKay is backwards...and, as long as you are prepared to get going when your vacation is over, you can afford to "coast" a little from time to time. Sabotage steps in when you refuse to limit your "vacation". In fact, what you are doing is slowly killing your business so you can justify quitting. And, of course, the only way you can truly fail in MKay is by quitting & sending your product back. When this seems to be a smart decision, ask yourself, " Where would I be in five years, without MKay?" Then, call your Director to set up an app't to talk to her. If you want to succeed in MKay, you can. With work, determination, guidance and lots and lots of love!! Mary Kay said, " Success is yours by CHOICE, not by CHANCE"!!

Interview Guide

Date _____ Consultant _____
 Prospect Name _____
 Address _____ City _____ St _____
 Daytime # _____ Evening # _____
 Email Address _____

use the product	yes	no
hostess for a party	yes	no
literature	yes	no
choices CD	yes	no
guest at event	yes	no

STEP 1: Our Agenda & You

1. I'll ask you to tell me a little about yourself so I can get to know you better.
2. I'll tell you a little about me and my Mary Kay journey.
3. I'll share some facts about our career
4. I'll answer any questions you may have.
5. Once we've done the first 4, I'll ask if you would like to work with me.

Tell me about yourself (family, job, education, hobbies, etc):

What do you like best about what you do?

What would you change, if anything?

What do you value or need most in your life right now?

Tell me about a time when you've been successful in life. What did you like most about that experience?

Let's fast-forward your life 5 years from now. What dream-come-true experience would you like to be living? Are you currently on-track to achieve that? Which do you need more of: time, \$, or both?

STEP 2: Me

Would you be open to hear how Mary Kay might be able to help you obtain that?
 Let me tell you a little about myself, and why I love what I do (2 minute I-Story).

STEP 3: The Facts

If I only had 5 minutes to share with you some facts with you about a Mary Kay career and how it could help you find the time/\$ you mentioned you are looking for, what would you want to know?

MARKETING PLAN POINTS

No Territories/No Quotas
 Golden Rule
 Flexibility/Be Your Own Boss
 Priorities: God, Family, Career
 Advance at your own pace
 90% Buy Back Guarantee
 Training Confidence & Self Esteem
 Income Potential
 Recognition & Prizes
 \$100 Gets You Started!

Which appeals to you the most?

QUALITIES WE LOOK FOR IN A TEAM MEMBER

1. Integrity
2. Work Ethic
 - *Willing to learn and grow
 - *Don't have to know much about skincare, glamour, running a business, or building a customer base, but must be teachable, coachable, trainable
3. Desires financial freedom
4. Decision maker

Which of these describe you?

STEP 4: Your ?'s

Hypothetically, if you were to consider doing this, knowing I would teach you the skills you need, what are your personal strengths that would allow you to succeed? _____

With the proper training, do you feel that you could learn to do what I do? _____

Do you have any other questions that I haven't answered?

STEP 5: The Close

On an interest of 1-10 (10 being the highest & 1 being you would rather eat dirt than work with me & you can't say 5), what is your current interest level in a Mary Kay Career?

TODAY'S WOMAN

Name _____ Date _____
 Address _____ City _____ Zip _____
 Married(Yes/No) _____ Number of Children _____ Ages _____
 Home Phone _____ Work Phone _____ Alternate # _____
 E-mail address _____
 Best Time to Call _____ Current Occupation _____
 Do You Currently Use Mary Kay? _____ Consultant Name _____
 Directors name _____

Mark "A" Describing You the Most, "B" for Second Choice, "C" for Third, "D" for Last

____ Result Oriented	____ People Oriented	____ Family Oriented	____ Detail Oriented
Quick Decisions	Loves to Talk	Loyal	Perfectionist
Likes Management	Motivational	Slow to Change	Critical
Power & Authority	Enthusiastic	Security Minded	Analytical
Time is Valuable	Loves Recognition	Goes by the Rules	Slow to Change

Did you know.....

1. More women in Mary Kay earn over \$100,000 per year than any other company? Yes No
2. Doctors and lawyers have quit successful practices to pursue financially independent careers with Mary Kay? Yes No
3. There are over \$180 million worth of FREE cars on the road today? Yes No
4. Mary Kay also pays the insurance, personal property tax, tags, stickers and registration? Yes No
5. Yes No
6. Mary Kay is a Fortune 500 company and one of the top 100 companies to work for in America? And top ten for women to work for! Yes No
7. The Mary Kay marketing plan is taught at 35 major universities, including Harvard? Yes No

Do you feel you're paid what you are worth? Yes No

Do you have all the flexibility in your life you desire? Yes No

Are you in complete control of your career advancement? Yes No

Is what you are doing, what you want to do for the rest of your life? Yes No

Top Reasons Most Women Begin Mary Kay Cosmetics
 (Put a checkmark next to all the reasons that appeal to you!)

- Company philosophy – God 1st, Family 2nd, Career 3rd
- Flexibility – more personal & family time
- No quotas – that means no pressure or stress
- Be your own boss & work from home
- Discount on all personal purchases
- More money
- Security
- No Franchises or pyramids
- No territories – sell and build teams anywhere in the US
- Prizes! Trips! Status! Recognition!
- Tax Deductions
- Free Company Car
- Free Life Insurance (for Directors)

Avenues of Income

1. **Personal Use:** Own products & gifts – lifetime discount
2. **Spare Time:** 2-4 hours a week (1 class/week or 1 photo shoot/month) \$10,000/year
3. **Part Time:** 6-8 hours/week - \$20,000/year
4. **Full Time:** 12-20 hours/week - \$30,000/year and FREE CAR
5. **Career:** 20+ hours/week – over \$50,000 and FREE CAR

If someone could show you how to get more of what you need without giving up what you value in life with Mary Kay, would you be open to hearing more about it? Yes No


On a scale of 1 – 10, would you be willing to hear more information?
 1-3 (no way) 4-6 (possibly) 7-8 (very interested) 9-10 (let's give it a try!)

LISTEN TO A CD & GIVE YOUR OPINION TO ENTER MONTHLY FILLED COMPACT DRAWING!

New Consultant's Corner

Read Carefully: Vital info for YOU!!

Many Congrats on making the great business decision to begin your Mary Kay Career! I am so thrilled to have you on our Dynamo Team! Write down the following info, keep in your datebook and rolodex, and begin to do these steps!

- Your **beginning training: BOOT CAMP! Every Sun. eve, 7-8 pm CT.** Take notes! **(# (712) 775-7000, Access code is: 490005#).** RSVP 2 me by Sun. afternoon that you will be on the call, taught by a top Director!
- Listen to your Baratti Unit's weekly **Hotline message** (a few min): **1 (951) 262-1479.** When I stop talking, you talk and leave me a message each week! Nobody but me listens to this, so you can tell me anything you want!

- **Your Unit number:** 2600. **Your Director name and info:** Nancy Jo Baratti, Future Exec. Sr. Director: 3050 Nassau Drive in Brookfield, WI 53045-3432. Phone: 262.785.9522. Fax: 262.785.9973 (notify me to get off of the computer first); email: baratti@msn.com OR nbaratti@marykay.com. Your Director/ Unit WEBSITE, to access monthly newsletter and tons of training: www.myunitsite.com/nbaratti.
- When you go to our mutual website, listed above, click on "Training Center". Then Click on "New Consultant Jumpstart". Then, click on all links that have the word 'Inventory' in the title. Download, print off and read thoroughly. Also, click on the 'Smart Start' link. This is a very wise way to begin!
- We are members of the **Mary Kay National Area, Emerald Division.** For info from MK Corporate, dial 1.(800). 272.9333 and tell them your Consultant number (Unit # is 2600).
- **Baratti Unit Hotline number:**
1 (951) 262.1479
- **Baratti Unit recruiting Hotline number:** 1 (641) 715.3900 (extension info is: 436483#). Your guests will receive a gift from me, after they have listened to the message, can identify the secret word, and I have followed up. NO obligation to join as a Consultant. They receive a gift "just for listening" and giving their opinions.
- **Monthly Baratti Unit Newsletter & Training ideas:**
www.myunitsite.com/nbaratti password is "dragonfly."

Contact me to join in on our Dynamo Private FB page. Indicate you want to be included, and I will invite you.



Pearls of Sharing

Do 3 interviews*, earn **Earrings!**

Do 3 more interviews*, earn **Bracelet!**

Do 3 more interviews* or have one new recruit, earn **Necklace!**

*Guests @ Wkly meetings count as "interviews", as well as phone interviews w/your Director.

TO DO "VERY FIRST": "Five in Five"!!

Demonstrate the Satin Hands treatment to at least 5 women in your first 5 days, and earn a metallic MK Money BAG! Hand in this voucher with the women's names to your Director the next week:

- 1.
- 2.
- 3.
- 4.
- 5.

BEGINNING GOAL: **Hold a POWER START PLUS!**

◆ Facial 30 women (10 Shows) in your first 30 days, plus 9 Interviews!

-Win the stunning "POWER START PLUS" Pin AND...

-YOUR COMPLETE PEARLS OF SHARING JEWELRY SET!!

◆ Facial 15 women (5 shows) in first 15 days, earn Gold **Perfect Start Pin!**

◆ Repeat the above in next 2 weeks and earn Gold & and Crystal **Power Start Pin!**



I Like to Work With a Consultant Who...

- is enthusiastic during her shows, interviews, and at meetings.
- has a good sense of humor.
- has courage, yet is fair & understanding.
- goes the extra mile to service her clients & be GO-GIVE to Sister Consultants.
- does the little things re: technique & attitude, to improve her skills.
- carries herself with “class” @ all times.
- believes in herself; she knows she will do what’s needed to succeed.
- is respectful of peers & people who serve her.
- is concerned about Team goals as well as individual goals.
- assumes leadership so she can help to improve her team & her Unit.
- just loves this Career & being part of something special.
- regularly attends meetings, trainings, Seminar.
- demonstrates common courtesy by promptly returning phone calls, emails and texts.
- “Walks the Walk” of doing the MK business, not just “Talks the Talk”.
- takes responsibility for her actions & does not make excuses.
- never complains about earning enough money when she knows she has not done the work she needed to, to earn that amount.
- faithfully reads her Applause magazine & Monthly newsletter, to keep informed.
- “cares enough to prepare”, and does not look for shortcuts.



Recall what Mary Kay always told us: “Success is yours by CHOICE, not by CHANCE”. That is why we are called the “Champions by Choice”!! We CHOOSE to be CHAMPIONS!

Nancy Jo Baratti

Fut. Exec. Sr. Director

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To a very important team member