

PLEASE READ THESE IMPORTANT RULES!

Because each of us represents Mary Kay Cosmetics and all other Consultants, please be sure to project a professional image by always doing the following things:

- 1.** Always allow the customer to apply her own skin care and glamour products
- 2.** Always wear a dress, suit or skirt to Mary Kay functions, including meetings, workshops, skin care classes, facials and interviews (marketing plan presentations).
- 3.** Always sell the Skin Care as a set so that the desired results will be obtained.
- 4.** Always be punctual to meetings, and to your appointments...it shows respect for other's time.
- 5.** Always maintain a positive attitude with sister consultants. Discuss obstacles and challenges with your Director or Recruiter.
- 6.** Always maintain a positive attitude at Success Meetings. Remember that this is a place for praise and reinforcement of positive things.
- 7.** Always have an order into the company before borrowing product from other Consultants (as she has a business to run, also)!
- 8.** Always give your full attention at Success Meetings.
- 9.** Always refrain from smoking or drinking alcohol at appointments and at Mary Kay functions.
- 10.** Always take care of customers by contacting them in some way every two months.
- 11.** Always refer a customer back to her consultant if she has been serviced properly.
- 12.** Always share the Mary Kay opportunity with women you feel would be an asset to our company.
- 13.** Remember to smile.

