**New Consultant Checklist**

**Cole’s Comets**

Complete at least 8 out of 13 items:

**Select your perfect start dates and fill in the blanks. My 4 preferred dates to hold my PS appointments are \_\_\_\_\_\_\_ \_\_\_\_\_\_\_\_\_\_ \_\_\_\_\_\_\_\_\_\_ and \_\_\_\_\_\_\_\_\_\_.**

**1.** I have reviewed the enclosed training information and completed the enclosed worksheets.

**2.** I have set up my Mary Kay checking account.

**3.** I have listened to the Career Essentials Starting Points CD’s that were included with my Showcase.

**4.** I have listened to the recording about inventory to be sure I make a smart business decision.

**5.** Read everything given to me about inventory and free product bonuses available to me. I realize I only have one chance to get the New Consultant Inventory bonus.

**6.** Make an inventory decision within 24-48 hours after completing orientation with my director.

**7.** I have begun booking hostesses and email my director with names, dates, and cell numbers as bookings come in.

**8**. Run to the phone and txt Director when I have my 8th hostess booked! That is your first step to your PS achievement.

**9.** I have begun using the Ultimate Miracle on my skin every morning and night. Use the flipchart to speak out loud the names of products and the steps that I am doing. I have done this at least 7 times before my 1st appointment.

**10.** I have put together 8 Hostess Coaching Packets in gallon size zip lock bags. (1 300 Pinkalicious Shot, 1 outside order sheet, 5 sales tickets, 3 look books, to each hostess packet.)

**11.** I gave each Hostess her Hostess Free Product Packet within 2 days of calling her and asking her to host. In the future, I will keep them in my car and have them to handout to those who book with me at my next appointment.

**12.** I have attended the training event called “Unit Meetings, Success Meetings, Sales Meeting…”

**13.** I understand the Star Consultant Program and I have submitted my plan of action for the quarter to my director.

Return this checklist with 8 out of 13 complete and receive a

MK CHECKBOOK COVER!

Name: \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_ Date Completed: \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_

Checklist can be mailed to:

Karen Cole ,Independent Sales Director

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