

# Business Power Plan

New Consultant : \_\_\_\_\_

Date: \_\_\_\_\_

## Getting to know each other... What is their WHY?

- What made you decide to become a Mary Kay Consultant?
- What are you most excited about your new business?
- What are you motivated by? (Talk them through Career Path here 1-3-5-8)
- What are your short term (1 month), medium (6 months), long term goals (1 year) if you knew you couldn't fail?
  - 1 month:
  - 6 months:
  - 1 year:

## My Job is to help you put your goals together... Share options

- To educate, motivate, and support you. To show you the best way to start your business. I can't do the work for you, but I will be here to encourage and help provide a successful path to follow in your business.

How many hours are you willing to put into your Mary Kay Business each week?

How much money would you like to profit every week from your Mary Kay Business?

### **Skin Care Class**

- \$300 average sales
- 3-6 people attending
- takes 2-3 hours

### **Facial**

- \$100 average sales
- 1-2 people attending
- takes 45 mins-1 hour

- Inventory
- Debut Date / Book 8 Parties
- New Consultant Training
- Power Start
- Pearls of Sharing
- Local Success Night & Hotlines

By holding weekly	Gross profit weekly	Gross profit monthly
1 SCC & 1 Facial	\$200	\$800
2 SCC'S & 1 Facial	\$350	\$1,400
3 SCC's & 2 Facials	\$550	\$2,200
3 SCC's & 3 Facials	\$600	\$2,400

# Kali's Super 72

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Connect with the consultants within the first 72 hours of their business or 3 days in their business (usually the time their starter kit takes to arrive)

**Do 3-way calls with recruiters to build them and they can start to do on their own!**

They only get 2 goals per day so we do not freak them out! No flyer is made up with the goals. This is communicated on the phone or in person followed up by email and/or texts.

## **DAY 1: Business Planning Session**

Welcome to the Unit! I know you are nervous and excited and I know that activity cures the fear - so is it OK if I give you some activity to do in the next 3 days that will keep you excited as you wait for your Starter Kit? Great! I am going to break it down and we will focus on 6 achievable goals - only doing 2 a day - does that sound OK?

1. **Make a Contact List** - explain to them what this is!! Go on Facebook, Instagram, email, cell phone ... **MAKE A LIST OF 100 PEOPLE!** Don't think small - think big! Brainstorm friends, family, co-workers, church, acquaintances, people who know your face, people you give money to (doctor, hair stylist...etc)
  - a. Put a STAR next to the people who will be the most supportive and have a party or let you borrow their face
  - b. Put 2 STARS next to the people who you would love to work with and be honored to work with!
2. **Listen to Inventory Options on Beez.pink under New Consultants Tab**
  - a. have them listen within 24 hours (maybe attach a prize)
  - b. have them brainstorm a time they can sit down and do this and listen with their support system (mom, husband.. whoever it may be)
  - c. Book a time to talk the next day with their Director. Let them know it will be normal to talk daily as a new consultant and after the 3 days we will figure out our routine for communication
  - d. Call them at the scheduled time for the next day. (it will tell you a lot whether they answer at the time booked or call you back.)

**Set up a specific time the next day YOU call them back to follow-up.**