



I Chose

Mary Kay!

#MyMKLife  
MARY KAY

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PINK DREAMS REALLY DO  
COME TRUE!



# Future R.I.S.E. National Area

*Congratulations*  
**& welcome!** 

Welcome to Mary Kay and the Future R.I.S.E. National Area! We're so excited to support you in your Mary Kay journey! In this packet, you'll find essential tools, inspiration, and training resources designed to help you succeed.

You are an important part of our Area, and we are here to equip, empower, and encourage you every step of the way. You are part of an incredible sisterhood that believes in lifting each other up, celebrating every win, and cheering you on toward your dreams.

Get ready to R.I.S.E. ~ because greatness is already within you!

 *your RISE Directors!*



## area info

**AREA NAME:** RISE Future National Area  
**AREA COLOR:** Royal Blue (represents Ultimate Healing)  
**AREA SONG:** Whitney Houston, "I Want to Dance with Somebody" (because who doesn't RISE when you hear it)  
**AREA VERSE:** Nehemiah 2:18 NKJV

**COMPANY DIVISION:** Sapphire  
**FUTURE NATIONAL SALES DIRECTOR:** Brooke Bennett-Young



# 6 Most Important Things New Consultants

## 1

### Get your Launch Party on the Books

Choose the date of your debut party



## 2

### Create your Pearls of Sharing List



## 3

### Welcome to Mary Kay Watch the video for New Consultants

& write down any questions.



[HTTPS://WWW.YOUTUBE.COM/WATCH?  
V=MDWYEDNAJNY](https://www.youtube.com/watch?v=MDWYEDNAJNY)

## 4

### Social Media Launch



"I did a brave thing today ❤️ I officially started my own Mary Kay business. I'll be sharing more soon – thank you for cheering me on!"

## 5

### Get Connected



WEBSITE



RISE

## 6

### Get your Party Bag



Order your starter kit (party bag), offer expires in 15 days.

Complete this challenge in your first week to earn your prize!  
Text me when complete!

Detailed explanation on page 4 of each category!

# 6 MOST IMPORTANT THINGS FOR New Consultants

Get a notebook and write down all of your questions as you go through this packet.

1. Book your Launch Party.
2. Make your Pearls of Sharing List & book your Pearl Girl Zoom.  
WHY we do pearls:
  - a. This is for training so you know how to answer questions about the business
  - b. To create support among her inner circle
  - c. Women every day are praying for what we have, my goal is for you to have your first team member by your debut date
3. Watch the Welcome Video with Brooke. Go to our website from the last page and then New Consultants.
4. Hold up the I Chose Mary Kay Sign & post on your social pages, tag me! Idea of what to post: "I did a brave thing today ❤️ I officially started my own Mary Kay business. I'll be sharing more soon — thank you for cheering me on!"
5. Connect with me. Connect to our RISE National Area on FB from QR code, then find me on FB and we will make sure you're on all the pages needed.
6. Get your Party Bag Ordered on Intouch.



LAUNCH PARTY!



PEARLS



PRODUCT DECISION @ STEP 2



SOCIAL LAUNCH



GET CONNECTED



PARTY BAG

# Recommendations quiz for new consultants:



**Step 1: Mark the answers that best apply to you.**

- (A) MONTHLY INCOME
  - \_\_\_\_\_ \$1,200+ = 4 POINTS
  - \_\_\_\_\_ \$800-\$1,199 = 3 POINTS
  - \_\_\_\_\_ \$400-\$799 = 2 POINTS
  - \_\_\_\_\_ \$100-\$399 = 1 POINT
- (B) SALES APPOINTMENTS
  - \_\_\_\_\_ 3+ appointments per week = 4 POINTS
  - \_\_\_\_\_ 1-2 appointments per week = 3 POINTS
  - \_\_\_\_\_ 2-3 appointments per month = 2 POINTS
  - \_\_\_\_\_ 1 appointment per month = 1 POINT
- (C) POWERFUL NIGHT
  - \_\_\_\_\_ I am committed to attending success night every week = 3 POINTS
  - \_\_\_\_\_ I am committed to attending success night 2X a month = 2 POINTS
  - \_\_\_\_\_ I will attend success night when I have time = 1 POINT
- (D) GOALS - check all that apply
  - \_\_\_\_\_ I want to develop a strong customer base = 2 POINTS
  - \_\_\_\_\_ I want to earn the use of a Mary Kay Career Car = 2 POINTS
  - \_\_\_\_\_ I would like to become an Independent Sales Director = 2 POINTS
  - \_\_\_\_\_ I would like to have Additional Money = 1 POINT

\_\_\_\_\_ **Total Points**

**Step 2: Add up your points and determine the recommended inventory category for you**

13+ POINTS - \$3,600+ WHOLESALE  
12 POINTS - \$3,000 WHOLESALE  
11 POINTS - \$2,400 WHOLESALE

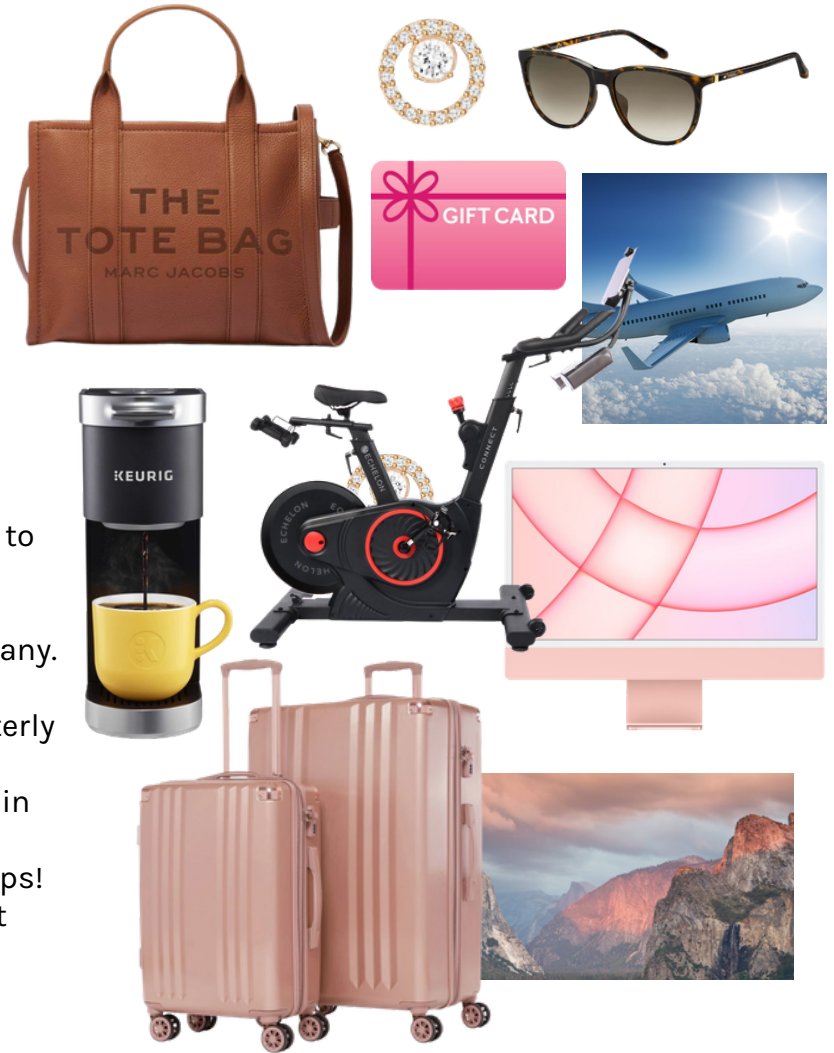
8 - 10 POINTS - \$1,800 WHOLESALE  
5 - 7 POINTS - \$1,200 WHOLESALE  
2 - 4 POINTS - \$600 WHOLESALE

**Recommended inventory:** \_\_\_\_\_

# being a star consultant

## INVENTORY OPTIONS

At Mary Kay, there are no requirements. It's your own business and all the decisions are made by YOU. That's why having inventory is not mandatory, but **IT IS** recommended. Here you will learn all the information about the different inventory options available to you. This will help you make an informed decision that suits YOU, your goals, your dreams, and your business.



- You will be sure to have enough products to offer your customers the service they deserve!
- You receive FREE referrals from the company.
- Recognition at all Events.
- Win your invitation to the exclusive quarterly Star Party.
- Star consultants win CARS and ADVANCE in the race.
- Fabulous prizes, from TVs to jewelry to trips! Choose your prizes on the star consultant website [marykaystarprogram.com](http://marykaystarprogram.com)

## Benefits of having inventory

1. Cosmetics are emotional purchases, when you want it, you want it now.
2. You offer excellent immediate delivery.
3. You sell more because you can increase sales with extra products.
4. You save time and money on delivery, perfect for busy people.
5. You sell about ~58% more to every guest
6. You get huge free product bonuses on your first order with 100% profit.
7. You look professional and show that you have a serious business.
8. Return Purchase Guarantee of 90%. You have 365 days to return unopened products if you decide this business isn't for you. No companies offer this!

# Earn the best rewards

Decide the ideal quantity of products for you, your business and your goals.

Number of Clients Served	Number of Queen Rolls	Initial Order Quantity		Maximum reward for product package(s) of up to \$172 each	Makeup Image in the first 15 days \$138	Mirrors \$5.50	Travel Roll (empty) \$35c/u	Maximum bonus value	Star Consultant Level	Total Value of the Package + Bonuses
		Wholesale	Suggested for Retail							
36	10 + makeup + skin extras + body + fragrances	\$3,600 con tax & ship: \$4,492	\$7,200	6	1	2	2	\$1,317.00	Emerald	\$8,507.50
30	9 + makeup + extras w/skin + body	\$3,000 con tax & ship: \$3,793	\$6,000	5	1	2	2	\$1,137.00	Diamond	\$7,127.50
24	8 + makeup + extras w/skin	\$2,400 con tax & ship: \$3,048	\$4,800	4	1	2	2	\$957.50	Ruby	\$5,747.50
18	5 + makeup	\$1,800 con tax & ship: \$2,304	\$3,600	3	1	2	2	\$777.50	Sapphire	\$4,367.50
12	4	\$1,200 con tax & ship: \$1,556	\$2,400	2	1	2	1	\$557.50	---	\$2,951.50
6	3	\$600 con tax & ship: \$812	\$1,200	1	1	2	1	\$377.50	---	\$1,571.50

## Gift for you

You receive this makeup kit for free when you place your inventory order within your first 15 days of business.



## ideas to finance it

- Borrow from Yourself with Personal savings
- Existing credit card or 0% card (apply on Intouch)
- Bank Loan or Credit Union
- Klarna or Affirm
- Sell something big from your house
- Gold or Silver Laying Around Investor





# Launch Party Challenge

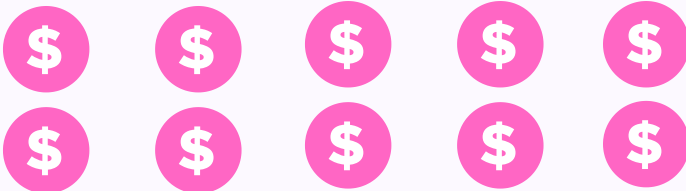
Now that you have your New Business Celebration booked, let's get you set up to RISE through your GOALS!

Send Script & Invite to 20+ women

6 Endless Possibilities Chats

10 Orders from 10 People

Can have orders before party that count!



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10 Bookings

Color Appt, Booked a Party, Outside Booking



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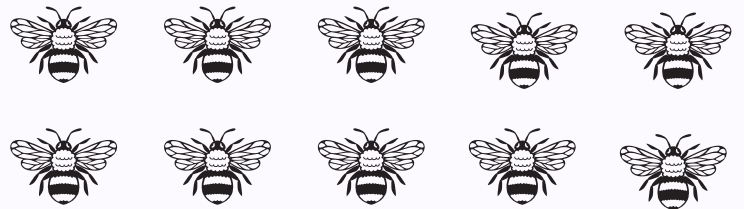
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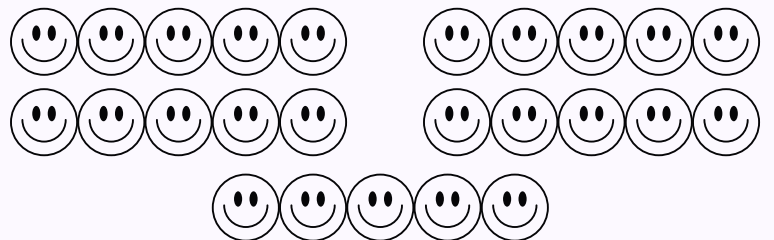
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10 People in Attendance



25 Referrals



Earn this Pink Ice ring when you complete the challenge!

