

Welcome to Mary Kay

AND THE ROCKSTAR UNIT



MEET YOUR DIRECTOR!



About Me:

- Began my MK Biz in 2007
- 8 career cars - 2 Pink Cadillacs!
- Started MK as a 19-year-old college student!
Joined for the discount and stayed for the flexibility and income potential.
- Love riding horses, singing and planting flowers

Want to know more? Click this link to our Unit Website

<https://www.rebasrockstars.com>

HI, I'M REBA!

My goal is to help every person find freedom by developing their God given strengths and abilities and by me leading by example. I love the community that we've built within our Pink family. My favorite thing about Mary Kay is the flexibility to keep my family and faith a priority.

FAVORITE PRODUCT:
Timewise Repair Set



I can't wait to help you succeed!



Communication is Key!

- **SAVE MY NUMBERS TO
YOUR PHONE**
405.642.5502 PERSONAL
405.447.9101 WORK
- **FIND ME ON VOXER!**
@RBAKER3216
- **FRIEND ME ON FACEBOOK**
(REBA LASATER)
- **ADD ME ON INSTAGRAM**
@REBALASATER

I TRULY believe that everyone can succeed at this business so I want to help set you up for success by helping you be proactive at preventing the things that I have seen derail consultants from the success they desire with their business. Here are some of the most common mistakes I have seen new consultants make and what you can do to overcome them.

MISTAKE #1 THEY AREN'T FOR SURE WHY THEY ARE DOING THIS.

SO LET'S EXPLORE. WHY ARE YOU DOING THIS? WHAT WOULD YOU LIKE TO RECEIVE AS A BENEFIT YOUR WORK? I WILL GIVE YOU AN EXAMPLE OF WHAT TYPE OF ACTIVITY MIGHT LEAD TO THE RESULTS YOU DESIRE. OUR BUSINESS PLAN IS SIMPLE. SHARE THE PRODUCT AND OPPORTUNITY, AND THEN ALLOW THOSE YOU SHARE WITH TO DECIDE IF IT IS FOR THEM. YOUR WHY IS WHAT WILL KEEP YOU SHARING.

ALSO, PEOPLE WILL BUY PRODUCTS LIKE THIS SOMEWHERE AND IN TODAY'S WORLD ARE VERY LIKELY TO FIND A SIDE GIG SOMEWHERE AS WELL. MARY KAY BELIEVED WHEN YOU START WITH YOUR WHY, PEOPLE ARE MORE EXCITED ABOUT SUPPORTING YOUR NEW ADVENTURE AND PURCHASING PRODUCT WITH YOU OR CHOOSING YOU FOR THEIR SIDE GIG.

*FOR FURTHER RESEARCH ON THIS MATTER, WATCH 'START WITH WHY - SIMON SINEK'S TED TALK' ON YOUTUBE.

WE SHARE OUR WHY AT THE VERY BEGINNING OF OUR FACIALS IN OUR FLIP CHART!

FOR CHALLENGE #1, CREATE YOUR WHY STORY TO BE INSERTED INTO YOUR FLIP CHART! SEND YOUR DIRECTOR YOUR WHY STORY. HERE ARE SOME QUESTIONS TO ANSWER THAT WILL HELP YOU CREATE YOUR WHY STORY!

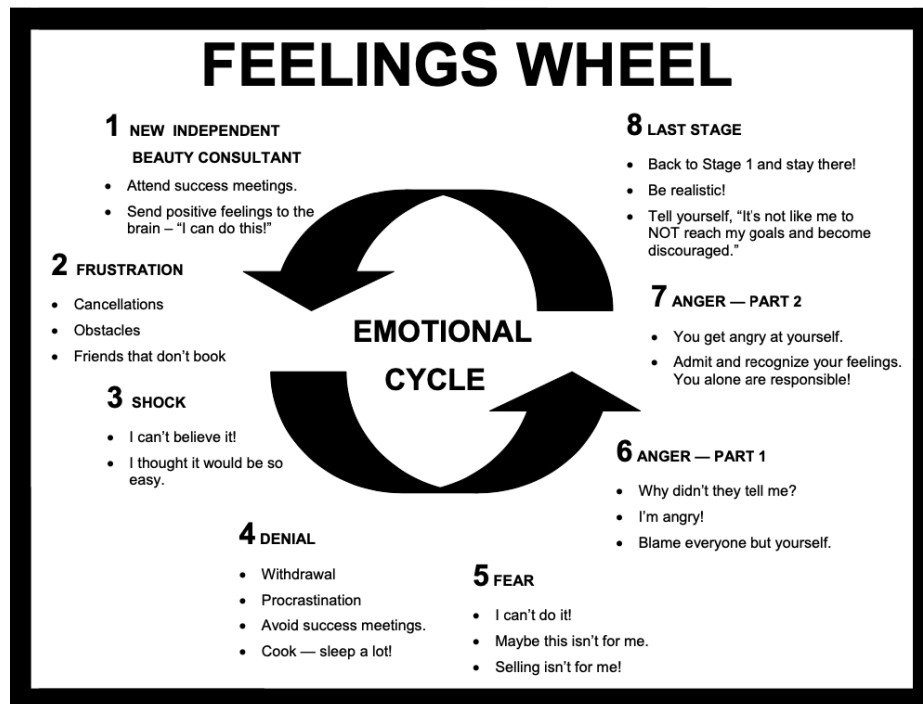
- EXPLAIN WHY YOU DECIDED TO BECOME AN INDEPENDENT BEAUTY CONSULTANT AND ANYTHING THAT ALMOST HELD YOU BACK FROM MAKING YOUR DECISION.
- DESCRIBE HOW YOUR LIFE IS CHANGING SINCE BECOMING AN INDEPENDENT BEAUTY CONSULTANT -MENTION WHAT YOU LIKE BEST ABOUT YOUR MARY KAY BUSINESS
- MENTION WHAT YOUR GOAL IS AND WHY YOU'RE PASSIONATE ABOUT SHARING THIS CAREER OPPORTUNITY WITH OTHERS

Why?

MISTAKE #2 THEY LET THEIR EMOTIONS RUN WILD.

THE HARDEST PART OF THIS BUSINESS HAND DOWNS IS MANAGING THAT THING BETWEEN YOUR TWO EARS! WHEN YOU WORK FOR SOMEONE ELSE, IT IS MUCH EASIER TO PUSH PAST THE EMOTIONS AND JUST GO THROUGH THE MOTIONS. HOWEVER, WHEN YOU ARE THE BOSS, IT'S EASY TO LET THEM RUN WILD!

FIRST, REMEMBER THAT AT SOME POINT AND TIME EVERYONE WILL GO THROUGH AN EMOTIONAL CYCLE.



SECOND, CONTINUOUSLY POUR POSITIVE AND EDUCATION INTO YOUR HEAD FROM THOSE WHO ARE WHERE YOU WANT TO BE. THIS BUSINESS HAS BEEN AROUND FOR OVER 60 YEARS, WHICH MEANS IT IS PROVEN AND FULL OF IDEAS THAT WORK! TRUST THE PROCESS AND FULLY TRY THE IDEAS GIVEN TO YOU TO HELP AVOID SOME OF THE FRUSTRATIONS THAT SEND YOUR EMOTIONS REELING.

FOR EXAMPLE, IT IS TRADITION IN MARY KAY THAT CONSULTANTS WEAR A SKIRT OR DRESS WHEN HOLDING APPOINTMENTS FOR MULTIPLE REASONS, BUT THE MAIN REASON WHY IS THAT WOMEN TAKE YOU MORE SERIOUS FOR BEAUTY ADVICE WHEN YOU ARE DRESSED UP. ALSO, IT GIVES YOU INCREDIBLE CONFIDENCE WHEN YOU DRESS UP. EVEN THOUGH, YOU MIGHT BE MORE OF A BOOTS AND JEANS TYPE OF GAL, TRUST THE PROCESS AND TRY DRESSING UP FOR YOUR APPOINTMENTS AND MEETINGS AND SEE HOW IT HELPS YOUR BUSINESS.

*FOR FURTHER KNOWLEDGE ON MARY KAY BUSINESS BASICS BEGIN GOING THROUGH THE MK CONFIDENT COURSES ON WWW.MARYKAYINTOUCH.COM



Grab your pen and pencil... *It's Time To Learn!*



Mk Education

VISIT MARY KAY INTOUCH AND CHECK OUT THE "EDUCATION" TAB! THERE ARE ENDLESS RESOURCES FOR YOU TO TAKE ADVANTAGE OF INCLUDING:

- MK CONFIDENT
 - SKIN CARE
 - COLOR
 - FRAGRANCE



CLICK HERE

Weekly Success Meeting

TUESDAY NIGHT TOGETHER ~ 6:30-8:30 PM CST ~JOIN IN PERSON FOR RECOGNITION, TIPS, TRICKS, AND ALL-AROUND FUN GIRL TIME!
2800 NW 36TH ST, SUITE 215, OKLAHOMA CITY, OK OR ON ZOOM!
MEETING ID: 819 7625 5723 PASSWORD:933791 OR CLICK THE LINK.

FOR CHALLENGE #2 PLAN A TIME TO CONNECT YOUR RECRUITER OR ME TO SHADOW A SKIN CARE CLASS. BRING YOUR FLIP CHART AND A NOTEBOOK ALONG TO JOT DOWN TIPS ON HOW TO USE THE TOOLS YOU HAVE.

ALSO, STAYING CONNECTED AS MUCH AS POSSIBLE WILL HELP WITH THE EMOTIONS. OUR MARY KAY FAMILY IS AMAZING AT LIFTING EACH OTHER'S SPIRITS. ON THE EVENTS TAB ON WWW.REBASROCKSTARS.COM, YOU CAN SEE ALL UPCOMING EVENTS TO PLUG INTO INCLUDING QUARTERLY AND WEEKLY EVENTS. QUARTERLY, THERE IS SOME TYPE OF CONFERENCE AVAILABLE. HOWEVER THE BEST PLACE TO CONNECT IS AT OUR 'TUESDAY NIGHT TOGETHER'.



MISTAKE #3 THEY HAVE TERRIBLE TIME MANAGEMENT.

MARY KAY PRIORITIES HAVE ALWAYS BEEN 'FAITH FIRST, FAMILY SECOND, AND CAREER THIRD'. WHEN CONSULTANTS GET OUT OF WHACK ON THIS, IT REALLY CAUSES THEM NOT TO ENJOY THEIR BUSINESS. THERE ARE TWO EXTREMES ON THIS SPECTRUM.

ONE EXTREME IS WHEN YOUR MARY KAY BUSINESS STARTS INTERFERING WITH YOUR PRIORITIES. IF IT STARTS COMING AHEAD OF YOUR FAITH AND FAMILY COMMITMENTS, YOU AND YOUR FAMILY WILL RESENT IT. YOUR HAIRDRESSER DOESN'T SAY "YOU CAN COME WHENEVER YOU WANT" WHEN YOU CALL FOR AN APPOINTMENT AND NEITHER SHOULD YOU.

SECOND EXTREME IS WHEN MARY KAY BECOMES 33RD INSTEAD OF 3RD. YOU MAY ALREADY HAVE A CAREER YOU LOVE THAT COMES FIRST AND THIS IS A SIDE GIG, BUT TO MAKE MONEY WITH THIS LIKE A CAREER IT NEEDS TO BE TREATED THIS WAY. GIVE IT SOME SORT OF TIME COMMITMENT ANYWHERE FROM ONCE A MONTH TO ONCE A DAY AND WATCH IT START GROWING TO THE LEVEL YOU DESIRE BECAUSE OF YOUR DEDICATION TO YOUR COMMITMENT.

*FOR FURTHER RESEARCH ON THIS MATTER, WATCH 'CONSULTANT 4 HOUR PLAN BY NSD TAMMY CRAYK' ON YOUTUBE.

FOR CHALLENGE #3. CREATE A WEEKLY PLAN SHEET FOR THE NEXT 2-3 WEEKS OF YOUR LIFE AND SEND A COPY TO YOUR DIRECTOR. WEEKLY PLAN SHEETS CAN BE IN ANY FORMAT YOU DESIRE BUT SHOULD INCLUDE FAITH, FAMILY, AND OTHER CAREER SCHEDULES PLUS AN APPROPRIATE AMOUNT OF DESIRED WORKING TIME SLOTS TO SUPPORT YOUR GOALS. THIS WILL HELP YOU KNOW WHEN TO WORK, WILL HELP OTHERS TAKE YOUR BUSINESS MORE SERIOUS, AND PUT THIS WEEKLY PLAN SHEET SOMEWHERE IN YOUR HOME WHERE YOUR FAMILY CAN SEE IT SO THEY KNOW WHAT TO EXPECT



*"Faith
FIRST
Family
SECOND
Career
THIRD"*

-Mary Kay Ash

My Weekly Plan

The Red Hot Rockstar Unit

WEEK OF: _____

Success is hidden in your daily routine of consistency and discipline! Schedule 30 minutes to hour time slots that work for you and fill in what you are willing to do for your business. What can you commit to for the week?

____ BOOKING ____ COACHING ____ CUSTOMER SERVICE ____ SHARING THE OPPORTUNITY

	Sunday	Monday	Tuesday	Wednesday	Thursday	Friday	Saturday
6:00am							
7:00am							
8:00am							
9:00am							
10:00am							
11:00am							
12:00pm							
1:00pm							
2:00pm							
3:00pm							
4:00pm							
5:00pm							
6:00pm							
7:00pm							
8:00pm							
9:00pm							
Your Daily Results	____ Bookings ____ Coached/Profile Appts ____ Sales (New & Reorders) \$ _____ ____ Sharing Appointments	____ Bookings ____ Coached/Profile Appts ____ Sales (New & Reorders) \$ _____ ____ Sharing Appointments	____ Bookings ____ Coached/Profile Appts ____ Sales (New & Reorders) \$ _____ ____ Sharing Appointments	____ Bookings ____ Coached/Profile Appts ____ Sales (New & Reorders) \$ _____ ____ Sharing Appointments	____ Bookings ____ Coached/Profile Appts ____ Sales (New & Reorders) \$ _____ ____ Sharing Appointments	____ Bookings ____ Coached/Profile Appts ____ Sales (New & Reorders) \$ _____ ____ Sharing Appointments	____ Bookings ____ Coached/Profile Appts ____ Sales (New & Reorders) \$ _____ ____ Sharing Appointments

My Week Includes:

Blue:
Quiet, Faith,
Exercise

Yellow:
Family Time

Red:
Date Night

Gray:
Other Job

Green:
Sharing

Green:
Facials, Parties,
& Shows

Green:
Coaching
(Hostess, Guests)

Green:
Customer
Service
(Calls, Sales)

Pink:
Growth
(Unit meeting, Meetings
& Director calls)

Weekly Sales:

Sales Goal: \$ _____
Total Sales: \$ _____

My Star:

Orders placed this week: _____
\$ _____ Wholesale Order
Date Placed: _____
\$ _____ Wholesale Order
Date Placed: _____
Star Total to Date: \$ _____

Team Building:

Sharing Appts. Held: _____
New Team Members: _____

Notes for next week:

MISTAKE #4 THEY DON'T MANAGE THE MONEY SIDE OF THIS BUSINESS WELL BY EITHER WASTING MONEY ON UNNECESSARY THINGS OR NOT SPENDING ANY TO SET THEM UP FOR SUCCESS. HAVE YOUR DIRECTOR WALK YOU THROUGH WHAT SHE SUGGESTS FOR YOU BASED ON YOUR GOALS.

THE FOLLOWING ITEMS ARE GREAT TOOLS TO INVEST IN THROUGH OUR BUSINESS WEBSITE, WWW.MARYKAYINTOUCH.COM, AT SOME POINT IN YOUR CAREER.

*MY SHOP FOR CUSTOMERS AT WWW.MARYKAY.COM (FREE THROUGH INTOUCH)

*NEW CONSULTANT PACKAGE FROM MK CONNECTIONS

*STRIPE - NOW FREE TO ALL CONSULTANTS

*ADEQUATE INVENTORY TO SERVICE YOUR DESIRED CUSTOMER BASE (WILL BE DISCUSSED FURTHER IN ORIENTATION 2)

ALSO, SET UP A SEPARATE BANK ACCOUNT TO KEEP ORDERING MONEY AND PROFITS SEPARATE. THIS WILL HELP YOU KEEP TRACK CONGRATULATIONS AGAIN! YOU ARE WELL ON YOUR WAY! ONE LAST CHALLENGE BEFORE MOVING ON!

FOR CHALLENGE #4, MAKE A PROSPECT LIST OF EVERY SINGLE FEMALE YOU KNOW WITH SKIN PUT A * NEXT TO THOSE ON THE LIST THAT YOU THINK WOULD ALSO BE GREAT IN MARY KAY! THIS WILL HELP YOU WITH A LATER ORIENTATION. TEXT ME A PICTURE OF YOUR PROSPECT LIST SO I KNOW THAT YOU HAVE TAKEN THE TIME TO BRAINSTORM.



I can't wait to watch you succeed!

CONTACT LIST

Name	Phone/Email
1 _____	_____
2 _____	_____
3 _____	_____
4 _____	_____
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50 _____	_____



What's Next?

IT'S TIME TO JUMP INTO YOUR BUSINESS! GET READY FOR THE RIDE OF YOUR LIFE. WHETHER YOU'RE IN IT FOR THE GIRL FRIENDS, A CAREER CAR, OR SOME EXTRA CASH IN YOUR POCKET, YOU'RE IN THE RIGHT PLACE! HERE ARE SOME GREAT STEPS TO GET YOU ON THE RIGHT TRACK:

#1

Join our FB Group!

OUR FACEBOOK GROUP IS THE PLACE TO BE FOR RECOGNITION, TIPS, TRICKS, AND ANNOUNCEMENTS!! THIS WILL BE YOUR GO-TO PLACE FOR STAYING CONNECTED TO YOUR SISTER CONSULTANTS.



CLICK HERE

#2

Complete Orientation 1 Challenges

COMPLETE THESE CHALLENGES WITHIN 48 HOURS OF TALKING THROUGH ORIENTATION 1 WITH YOUR DIRECTOR AND/OR RECRUITER AND SEND ALL CHALLENGES TO YOUR DIRECTOR! RECEIVE A FREE LIP GLOSS TO BE USED AT YOUR APPOINTMENTS!

#3

Set up My Shop and Stripe

CHECK YOUR EMAIL FOR A MESSAGE FROM MARY KAY! HEAD TO WWW.MARYKAYINTOUCH.COM AND CREATE AN ACCOUNT WITH YOUR CONSULTANT ID. SET UP YOUR MY SHOP AND STRIPE!



#4

Get MK In Your Pocket!

DOWNLOAD THE SKIN ANALYZER AND MIRRORME APPS SO YOU'RE READY FOR MK AT YOUR FINGERTIPS!

IPHONE:



ANDROID:



#5

Schedule Orientation 2 with Reba

ONCE YOU HAVE COMPLETED THESE ITEMS, YOU ARE READY FOR ORIENTATION 2! CONNECT WITH REBA TO GET TI SCHEDULED.