

Orientation

Packet

**Congratulations &
Welcome to Mary Kay!**



I am excited to be working with you as a new Mary Kay Beauty Consultant! We are where we are in life by the choices we have made or allowed others to make for us. What an honor that you have chosen to work with us!

The first few weeks of your Mary Kay business can really set the pace for your future. This Welcome Packet has been designed to guide you as you begin. The checklists will reinforce your first steps in these next few days and weeks. I encourage you to stay connected to me throughout your Mary Kay journey—and THIS really will be an incredible journey!

My career with Mary Kay has been a journey I never imagined when I first signed my agreement and I pray yours will be the same! I look forward to getting to know you better, to guiding you towards reaching your dreams and to doing life together! Let the adventure begin!

Paula

Let's Get Ready for Flight...



Preparing yourself for your Mary Kay business is a lot like a pilot preparing for flight. They use many detailed CHECKLISTS. This is done in order to ensure a safe flight.

Success in your Mary Kay Business is very similar. This workbook has been designed to help you prepare for your take off, flight and landing.

Checklists include:

- Checklist #1...**While You Are Waiting For Your Starter Kit to Arrive
- Checklist #2...**Preparing Your Home Office
- Checklist #3...**After Your Starter Kit and Inventory Arrive
- Checklist #4...**Before and After Your Business Debut
- Checklist #5...**Before Your First Party or Facial
- Checklist #6...**After Your First Product Sale, Facial and/or Party

First Steps

New Consultant Checklist #1

While You Are Waiting For your Starter Kit to Arrive...

- 1. Read and Reply to the Welcome email you receive from my office.
Let me know that we are using your correct email address. Consider a NEW email address if your current one is old and full of spam.
- 2. **Take the odometer reading** on your vehicle. One of your biggest tax deductions is mileage! Keep a mileage record of your daily MK trips in your datebook.
- 3. Like to text? **Send me a text** (with your name) and let me know. 847-420-2647
- 4. “Friend” me on Facebook at www.facebook.com/paulaankele so I can add you to our unit’s group page.
- 5. If you have a Smartphone, download the following free apps:
 - A. Voxer for two-way voice communication. If you know how to use it, leave me a message. (Be sure Notifications are turned ON in set-up).
 - B. Mobile Mary Kay InTouch (the Company’s consultant-only site).
m.marykayintouch.com
- 6. Log on to www.marykayintouch.com. Enter your consultant number and create your password. Complete the FIRST STEPS OFFERS:
 - A. Create your Mary Kay email address.
 - B. Order your Personal Web Page.
 - C. Select your customized Color 101 Set (Free from Mary Kay when you place a qualifying order within your first 15 days).
- 7. Order your business card package from [mkconnections](http://mkconnections.com). (Get your web page first so it can be included on your cards. Your address is optional.)
- 8. Schedule your Orientation with me to develop your business plan.
- 9. Use the FRANK Contact Sheet in this packet to create a list of potential practice faces.
- 10. Set a date with me for your Business Debut. My debut is scheduled for _____ .
- 11. Attend your first **Success Meeting** to meet sister consultants and to receive your Mary Kay Pin—your first piece of Mary Kay jewelry.



CONGRATULATIONS!

*Text or email me when you've completed
ALL 11 steps above to earn a fabulous gift
from me!*



Keep your knowledge flowing...

When does my training start? *Right now* 😊

- ❑ 1. Click the Education Tab at the top of InTouch and select Starter Kit/New Consultant tools. Start with NEW CONSULTANT VIDEO and work your way through each one. All are under 6 minutes!
- ❑ 2. Now that you have an overview, it's time to turn into a professional! SILVER WINGS answers questions you didn't even know you had!! It's fun! It's interactive! It's at YOUR PACE. Want to earn a car, move into leadership or just earn a few extra thousand dollars for your family quickly? Hit SILVER WINGS hard and fast! The faster you learn, THE FASTER YOU MAKE MONEY AND MOVE UP!! (Silver Wings is found under the Education tab).

❑



Text or email me when you've watched ALL the New Consultant videos & completed ALL Silver Wings Lessons to earn a great gift from me!



...your business growing...

How much inventory do I need and where will I get the financing?

- ❑ 1. Listen to the Inventory Options CD that came in this packet. Contact me to discuss how you will set up your business. My 28 years in this business has taught me that there are many ways to get started.
- ❑ 2. Go to www.thepinkplan.com and do a quick assessment. This will give you a good idea of how much time you will need to spend to make your desired income. This will also help you in securing your financing.
- ❑ 3. Open a separate checking account for your business. This is IMPORTANT for tax purposes. Find a bank that offers free checking. (A personal account is fine; business accounts are optional.)
- ❑ 4. Place your product order so it arrives before your business debut.



Text or email me when you've completed the 2 steps above and have placed your Qualified \$600 Order to earn your Mary Kay Money Bag!



First Steps

...and the momentum going.

Frequently Asked Questions

How do I stay motivated?

- Attend your weekly meeting. Miss 1- your business is sick, 2 it is dying, 3 it is dead.
- Call the Million Dollar Hotline each morning. 641-715-3900 Ext. 44336#
- Check for emails, Facebook posts or Voxer messages from me each day. Some contain 2- 3 minute voice trainings.
- Go to the Mary Kay Library under New Consultant Education (located on the Education tab on intouch). There are audio lessons from past events for you.
- Remember you become like the 5 people with whom you spend the most time. I would be honored to be one of the 5. Follow me on Social Media.

How do I stay focused and manage my time?

Start shifting your thoughts regarding time. There are 168 hours in a week. This is the equivalent of 4 'traditional' work weeks. If you want \$300 profit per week, you will need 6 – 8 hours of Mary Kay time each week. To earn a MK car and move into leadership, you will need 15 hours each week.

- Purchase a 3-5 section spiral notebook or 3 ring binder with sections. (You may also use an iPad provided you keep it with you at all times).
 - ⇒ Section #1 Master Weekly To Do List (from this we will pull 6 items per day)
See Sample List on next page.
 - ⇒ Section #2 Prospective customers, hostesses and team members
 - ⇒ Section #3 Notes from all your meetings and trainings

How do I develop a clientele?

You will build your client base the same way as beauticians, nail techs, doctors and other professionals do. They begin with family and friends, develop a good reputation, and word spreads.

- Start with the FRANK Contact list on page 14 in this packet and create your list. Don't prejudge; let them tell you yes or no.
- OR use Section 2 of your spiral notebook to create your potential customer, hostess & team member list. To help you gain perspective on how many people you have in your WIDE circle of influence, think in terms of creating an invitation list to a large church wedding. The average large church wedding in America sends out 150 family invitations, which encompasses 300-450 people inside those households. Don't limit yourself geographically (we do not have territories), nor by how often you interact with that person. Start with your inner circle of friends and expand from there. If someone is in your phone or a social media friend, they should be on your list. EVERY PERSON ALIVE USES WHAT YOU SELL.

First Steps

Sample Master To Do Lists

SAMPLE New Consultant Weekly Master To Do List

6 Most Important Things To Do list is pulled from your master list each day (3 High/3 Medium)

HIGH (people)

Call or text or private FB message _____ (list 30 of the 150 names on your list) using script for your POWER START (30 Faces in 30 days) located at www.paulaankele.com.
Invite 5 of your most supportive friends to attend your weekly workshop with you.

MEDIUM (paper or process that supports the people)

Checklist #2 'Preparing your Home Office'.
Checklist #3 'After Your Inventory Arrives'.
Decide Business Debut date (dependent on inventory).
Print off invitations from InTouch.
Mail out or hand deliver 75 for 15 attendees.

LOW (delegate)

Once you decide each system, it can be delegated. (Filing, unpacking orders etc.)

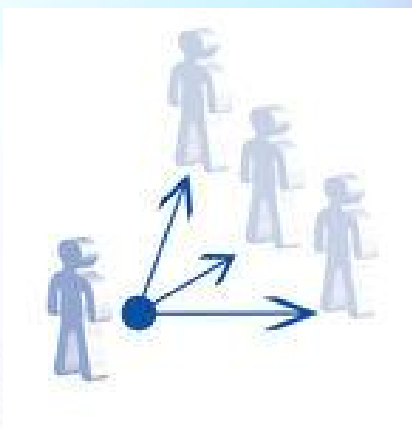


SAMPLE Seasoned Consultant Weekly Master To Do List

6 Most Important Things To Do list is pulled from your master list each day (3 High/3 Medium)

HIGH (people)

Follow up with hostesses for this week (list names). Preprofile if she is a weak hostess.
Invite (list names) for weekly meeting or event.
Follow up or initiate booking with (list names).
Follow up or schedule interviews with (list names from recruiting layering sheet) located at www.paulaankele.com.
If a booking or interview attempt fails, see what products she needs.
Call regarding booth for festival or to be guest speaker at school or sorority, civic group etc.



MEDIUM (paper or process that supports the people)

Place product order.
Redesign my table setting for upcoming holiday.
Decide on upcoming holiday specials and how they will be communicated.

LOW (delegate)

Add profiles of new customers to InTouch.
Add sales tickets from previous week to InTouch (or paper system).
File receipts from week for taxes.
Fill outside orders from classes to be held this week.
Pack inventory bags for classes.
Create goodie bags for classes / clean mirrors.
Assemble 20 hostess packets and 20 recruiting packets.
Label products, rotate new to back.
Follow up with customer service rotation calls to customers.

First Steps

More MK Rewards Just for You

I want you to have a successful business, and I want you to earn rewards along the way! With every step you walk with purpose, you will come one step closer to that goal. Each time you reach a milestone, text (847-420-2647) or email me (pankele@comcast.net) to receive your gift.



Power Start Charm: Earn your **Power Start Charm and Bracelet** when you complete 30 faces in 30 days and place your qualified order of \$600+ wholesale.

Power Start Plus Charm: Earn your Power Start Plus Pin when you complete 30 faces in 30 days, place your Qualified order of \$600+, and Recruit your first Team Member during the same 30 day period.



Surprise Gift! Sell 25 Items in 7 days creating sales of \$300 plus & earn a surprise gift from me!



Special Gift! Email me names and contact info of 5 people who listened to a recorded marketing call and complete the survey & receive a special gift from me!



New Consultant Checklist #2

Preparing your Home Office...

Create a separate workspace for your business. This could be a separate room, or a corner of a room in your home. **THIS IS VERY IMPORTANT.** A neat and organized workspace contributes greatly to a happy and healthy business owner.

- Desk
- Computer with Printer
- High Speed Internet if available in your area, otherwise use the fastest bandwidth available.
- Shelving for your inventory. (Book shelves, hutch, small linen closet with lots of shelves, etc.)
- Instead of file folders for your papers and brochures, try a paper organizer on or near your desk.
- Cell or home phone with large minute or unlimited plans. Also back-up service in case you lose or damage your cell phone. Check exclusive savings on www.marykayintouch.com for discount programs with cell phone providers.



- * *Optional:* Start a Delegation Binder outlining systems that could be given to an assistant.
- * *Optional:* Some consultants create a BRAIN BOOK that holds papers that they want to keep with them at all times. This would be a 3-ring binder with sheet protectors and pocket holders. This would also hold your spiral notebook.

First Steps



New Consultant Checklist #3

After Your Starter Kit Arrives...

- Take out the ***Start Something Beautiful* DVD** and watch it. ***Dream BIG!***
- Find the ***Start Something Beautiful* magazine** and get familiar with it. This publication is an incredible resource and reference tool for you!
- Unpack** the rest of your Kit! Have Fun - You are a business owner!
- Continue adding names to your ***Contact List***. Use pages 10 and 11 in the ***Start Something Beautiful* magazine** to help you.
- Look carefully at pages 12 and 13 in the ***Start Something Beautiful* magazine**. Determine **your track to run on** and which prizes you plan to earn as a new Beauty Consultant.
- Create your **Dream Board** or Dream Book as suggested on p.20 of your ***SSB* magazine**.

After Your Inventory Arrives.....

- Label your inventory with your product labels, especially skin care and skin supplements. (Order the labels with the business kit from MK Connections.) I do NOT recommend putting labels on products that would be defaced by a label such as lipstick tubes, most color cosmetics and fragrances.
- Use your name and address stamp to stamp all Look Books, Beauty Books and team building materials.
- If you have extra funds, consider getting the Wheeled Cosmetic Carrier and Color Slip-On Case from MK Connections to store and transport products and samples. A fishing tackle box from Bass Pro, Wal-Mart or other fishing supply store) is perfect for eye shadows, blushes etc.
- Organize and **store inventory** both on office shelving and in carriers that you are taking to your appointments. Product can safely be carried in car trunk except in times of extreme heat or cold.



First Steps

Text or email me when you've completed these steps to earn another prize!





New Consultant Checklist #4

Before your Business Debut...

- Follow the 2 page detailed Business Debut check list in this workbook.

After your Business Debut...

"If attitude determines 97% of a person's success, then follow-up is the remaining 3%." NSD Linda Toupin

"A party worth booking is worth coaching." Mary Kay Ash

- ★ Ideally it is BEST to privately facial a hostess a few days or a week prior to her party, especially if she has never had a facial or isn't currently using MK products. This helps you know what product she wants to earn and what gift she will choose for her **PERFECT HOSTESS GIFT**. (\$250 Sales/2 Bookings and 2 Guests listen to Choices CD.)

Preliminary Coaching:

Some coaching will be given verbally during the debut, however, you will want to follow-up with each guest 24-48 hours after your debut to:

(Refer to your hostess in all conversations as 'YOUR BUSINESS PARTNER')

- Review the guest list she gave you during the debut.** Encourage her to invite 10 per party. If she gives you 30 names, that is 3 separate parties. When she invites 10, an average of 6 will attend.
- Give her enough Party Postcards** to send to all the invited guests.
- Explain the hostess program to her again.** Figure the amount she will want to sell in order to earn her wish list products for free. (Take the dollar amount and multiply by 5. That equals 20%)
- Give her the words to say** when she invites her guests.
- Give her 5 order forms** and ask her to take orders from 5 people who cannot attend her party.
- Coach her on refreshments.** Keep it simple, or if she loves to entertain, let her be extravagant.
- Send her a thank you note in advance** appreciating her for helping you in your business.

For our 'tech savvy consultants' whose hostesses are all about the internet and social networking:

- www.marykayintouch.com
- Click on **Business Tools** (at top of page)
- Click on **Party Central** ... Great tools to work with your hostesses online.
- Checkout the **Beaute-Vite** and creating the **Hostess's** very own **Party Webpage!!**

First Steps

Business Debut Checklist

Checklist to ensure you have a successful debut of your brand new Mary Kay business!

Purpose of the Business Debut:

1. To debut your Mary Kay store of products.
2. To show your family and friends you starting a BUSINESS and will have the product to service them.
3. To debut yourself as a Professional Mary Kay consultant.
4. To book your first 60-90 faces.

_____ **Schedule your business debut** within your first 2 – 3 weeks of business. However, if this is not possible, then scheduling a business debut later is better than not scheduling one at all. **You will want to plan to have your inventory in stock before your business debut.**

_____ **Hold your business debut in your home**, preferably, because it is a warmer, friendlier, environment. Church fellowship halls, civic halls, apartment club houses or a friend's home are alternate choices. Delegate the task of cleaning your home so your time may be spent on the telephone with your prospective guests and customers.

_____ **Invite all the people on your FRANK Contact List.** This should be a minimum of 75 people. (You can expect 15-20 to attend with proper follow-up.)

_____ **Sending postcards and Facebook alone will not be effective.** After you have mailed your invitations, plan to call each guest personally and invite them 24–48 hours before your event. (Use Master Invitation from InTouch/New Consultant Tools, print on card stock or send to printer—Look for discounts at Office Depot or FedEx Office on Exclusive Savings)

_____ **Call each guest on your "Contact List" in Section 2 of your spiral.** Keep in mind that your friends and family are not coming to hear me or your recruiter, they are coming to help you. Your attendance will be in direct proportion to the number of guests that you personally speak with 24 hours prior to the event. Remember, if they cannot come to your business debut, you'll want to either schedule an appointment with them and/or invite them to the next unit event.

Checklist for the day of the event:

_____ **Provide abundant refreshments.** You'll want to delegate the hosting/serving to someone special in your family or a close friend so you may be focused on helping your guests to schedule appointments and learn more about your Mary Kay business. Keep in mind some people will come just for food so be generous.

_____ **Mark your datebook** with everything that you have going on in your life. Then highlight the times and dates that you have dedicated to your Mary Kay business. Indicate in your datebook your 4 POWER START WEEKS. (30 faces in 30 days)

_____ **Have the following supplies available:**

_____ **pens and profile cards** on hand for each guest to complete as they arrive.

_____ **Satin Hands demo** to do on each guest as they arrive (full size is best)

_____ **Look Books stamped with contact information.**

_____ **sales tickets and a calculator**

_____ **Hostess Packets**

_____ Your recruiter/director will arrive 1/2 hour before the program. She will bring door prizes and help you set up the product display. She'll need a big table. You'll want to **arrange the seating** in a circle.

Business Debut

_____ Relax and have fun with your guests. Your focus should be to **schedule your 10-20 parties for your power start**. Let your recruiter or myself fill orders and talk to people about the business opportunity.

_____ Have **enough Hostess packets prepared** to give one to each guest at your debut.

_____ Decorate a pretty poster board with 30 lines to book your Power Start at your debut.

Hostess packet should include:

- Hostess Brochure
- Recruiting Brochure
- Mary Kay Look Book
- Choices CD/Choices Evaluation

WHAT YOU CAN EXPECT DURING THE PROGRAM:

- All the guests will introduce themselves, tell how long they have known you and their relationship to you, a bit about their family, work, hobbies and what their experience with Mary Kay has been, if any.
- I will explain the purpose of the event: You will be affirmed in your business by your guests. Your goals will be shared and your guests will know that you will be asking them to help you by having a complimentary facial or class.
- Your recruiter will share her "I" story and her relationship with you.
- Mary Kay Inc. will be introduced as a top beauty brand of Facial Skin Care and Color Cosmetics in the Nation!
- No one will actually receive a makeover that day because that is what you'll be offering at their party. This is a show and tell type event.
- At the close, guests will have an opportunity to earn chances for door prizes by making a purchase, scheduling a facial (and or party) and listening to some marketing information.

Each guest will receive a Satin Hands Treatment when she arrives. Be sure to become familiar with the steps for this wonderful pampering system!

SATIN HANDS

Step 1. Squeeze an ample amount of Mary Kay Fragrance-Free Hand Softener into palm of hand. Massage cream into hands, between fingers, remembering the tops and palms of hands, too.

Step 2. Squeeze an ample amount of Mary Kay Satin Smoothie Hand Scrub into palm of hand over night cream. Massage into hands, same as night cream.

Step 3. Rinse hands thoroughly under warm running water and dry hands completely.

Step 4. Squeeze an ample amount of Mary Kay Hand Cream into palm of hand. Massage hand cream into hands, same as above.



Business Debut



New Consultant Checklist #5

Before your First Party or Facial...

- Travel with your recruiter and/or me to view one of our parties.**
- Go to my website www.paulaankele.com to download your flip chart.** It's under New Consultants. I suggest having it printed at an Office Supply Store on shiny paper. You can have it bound or cover the pages in plastic sleeves and put them in a binder. This is your script. After you use it a few times you will want to add your notes to some of the pages.
- Review the flipchart and practice your Skin Care presentation by rehearsing in front of a mirror.** (You might review your Start Something Beautiful DVD again too.)
 - . If you 'fly by the seat of your pants' and do not follow the presentation, you may still have a successful appointment, however, you just convinced the girl at the table who does not have your personality that she can't do this. By using a presentation (even one you have rewritten), your skill then becomes transferrable to your future recruits.*
- Practice setting up your table display and trays.** *"You never get a 2nd chance to make a first impression. When a guest walks in to your party she should go 'WOW!' when she sees how professional and pretty your table looks."* NSD Linda Toupin
 - Color coordinated placemats or tablecloth or both
 - Extra facial cloths
 - Want to win a guest over? Allow her to lay her head back in her seat, drape a slightly hot wash cloth over her face just before she removes the cleanser. Trust me she will love you and your products.*
 - Roll-up Bag for display and close
 - Acrylic Caddy with products you are sampling
 - PERFECT HOSTESS GIFTS in center of table (*Gifts of your choosing*)
 - \$250 in sales, 2 Bookings and 2 guests listen to Marketing*
 - Individual Goodie Bags for each guest should include:
 - Washcloth, headband, mirror with tray, disposable mascara wand, eye and lip applicators, Profile Card, Beauty Book, Business Card*
 - Thank-you gift for hostess in beautiful paper gift bag with tissue (\$1.00-\$2.50 item)
 - Hostess uses a brush set and gets a personalized *Look* from www.marykayintouch.com
- Practice packing your cases to go to your appointment.**



* includes Marketing Hotline, Guest Event, Interview

First Steps



New Consultant Checklist #6

After First Product Sale, Facial, and/or Party...

By entering each customer in the *myCustomers* business tool on InTouch, you are populating a database for future use in customer-related applications.

This step is very, very important.

1. Enter each customer's profile into myCustomers at www.marykayintouch.com.

- Click on [Business Tools](#) (top of home page)
- Click on [myCustomers](#)
- Click on [myCustomers](#) again
- Click on [Customers](#)
- Click on [New Customer](#)

2. Enter each customer's sales ticket into myCustomers at www.marykayintouch.com.

- Click on [Business Tools](#) (top of home page)
- Click on [myCustomers](#)
- Click on [myCustomers](#) again
- Click on [Customers](#)
- Click on [New Order](#) (top right corner of page)

3. Submit your WEEKLY ACCOMPLISHMENT SHEET online at www.marykayintouch.com.

Your MK business week ends on Saturday night at midnight.

- Click on [Business Tools](#) (top of home page)
- Click on [Weekly Accomplishments](#)
- Click on [Enter Weekly Accomplishments](#)

★ **Your director and recruiter are always excited to hear about your sales, facials and parties.** Share your excitement on our Facebook private group, Pathfinders ROCK!

First Steps

FRANK Contact List

Create a name list with the help of **FRANK**. Creating a list of contacts will help you get your business started. As your business grows, add new names and continue to use it to build your business.

- | <u>Friends</u> | <u>Relatives</u> | <u>Acquaintances</u> | <u>Neighbors</u> | <u>Kids</u> |
|---------------------------|----------------------|----------------------|--------------------------|---|
| • Grammar school | • Parents | • Doctor/dentist | • Present | • Girl Scouts |
| • High School | • In-laws | • Bank employees | • Past | • Cub Scouts |
| • College | • Grandparents | • Wait staff | • Parents of neighbors | • Nursery School parents |
| • Business | • Siblings | • Delivery Staff | • Friends of neighbors | • Teachers |
| • Past Employment | • Aunts/Uncles | • Postal employees | • Relatives of neighbors | • PTA groups |
| • Religious organizations | • Cousins | • Hair Dresser | | • School bus driver |
| • Social organizations | • Relatives' friends | • Child Care | | • Athletic coaches |
| | • Godparents | • Health Club | | • Crossing Guards |
| | | • Real Estate | | • Activities:
dancing, piano, sports, etc. |
| | | • Insurance | | |
| | | • Grocery store | | |

Unit Information

Let me Introduce myself!

Sales Director: Paula Ankele

Home Office: 847-516-4547

Email: pankele@comcast.net

Follow me on Facebook: Paula Ankele

UNIT INFORMATION

Unit Name: Paula's Pathfinders

Unit Number: D806

Unit Website: www.pankele.com

Company Division: Diamond Division

22 Years as a Car Driving Unit

10X Circle of Achievement Unit!

DIRECTOR INFORMATION

Started MK Career in June, 1987

Debuted as a Director in May, 1992

Earned 13 FREE Cars over the last 22 years

Star Consultant for 94 quarters

Earned 2 precious stone rings for the National Court of Sales

Earned a 4 ct. Diamond ring for the Half Million \$ Circle of Achievement

FUN FACTS ABOUT YOUR DIRECTOR

Favorite MK Memory: My very first Seminar as a director, debuting onstage with Mary Kay herself!

My Best Asset: My ability to break down a goal and create a strategy to reach it.

People would be surprised that: I love to wear sweats and a t-shirt.

All-time Favorite Movies: I like inspirational movies.

I Am Currently Reading: Visioneering by Andy Stanley.

Best Book I've Ever Read: The Bible.

My Favorite Meal: Breakfast

I Usually Order: Feta and Spinach Omelette

My Favorite Time of Day: First thing in the morning.

Hobbies: Traveling to National Parks and other countries, Boating, Reading

I Collect: Nothing—I eliminate clutter.

My Trademark Expression: "Does that make sense?."

Best Advice I Ever Got: Only take advice from someone with whom you'd trade places.

Advice I'd Give a New Recruit: Don't reinvent the wheel, just learn the process and do it.

I Describe This Company As: A tool that builds self-confidence, self-esteem and cash.

My Mary Kay Role Model Is: My Sister Sales Director girlfriends.

My Mary Kay Seminar Goal Is: To debut 2 offspring directors.

Unit Information



From Me to You

Mary Kay Ash never created a make-up company. Instead, she developed the perfect company for women based on a certain set of values & principles. The cosmetics came later.

The Mary Kay culture attracts women who share the same values:

- Faith and family come before career.
- Women should be praised to success.
- We do not need territories, because we will not take someone else's customer.
- We will honor the Golden Rule & treat others the way we want to be treated.

It has been my experience for 27 years that Mary Kay is a tool, a vehicle to discover and use one's God-given talents. In doing so, you discover your passion. Once you find your passion, it will lead to your life's purpose. That is my prayer for you.



Me and my Sr Director, FESS Chris Landaker!

The Mary Kay experience may be something as simple as gaining self-confidence in life skills (public speaking, organization, delegation, prioritization, money, time & attitude management) or something as profound as deepening your self-esteem (your feeling of self-worth, not connected to skill). Either way, I can promise you that by surrounding yourself with MK women, events, communication and philosophies your life will be GREATLY enriched.

While I am interested in your financial success (the dollars you sell and the people you add to your team), I am equally interested in the person you are becoming on this journey through life.

**You are not
born a winner;
you are not
born a loser.
You are born
a chooser.**

I believe that every day we have a choice as to what we do and who we do it with! Mary Kay used to say that we become like the 5 people we hang out with the most! Mary Kay and myself are now a part of your life, and YOU are a part of mine.

I am honored to be your mentor and leader.

Paula