



Tammy Brown
1253 E 9th N
Rexburg, ID 83440
208-313-4220
tammybrown73@gmail.com

welcome! let's connect

Hi and welcome! It's my privilege to be your Independent Sales Director and friend! This is such a safe place to grow yourself and connect with amazing women of integrity, ethics and Mary Kay heart! Back in 1996 with 2 littles and a full time job, I began this journey with no idea that all these years later I'd still love it or have such a passion for passing it on. There is joy in empowering women to dream and grow! What a blessing to raise 4 babies as a Mary Kay mom, achieve trips, cars, prizes, cash and fun! Working from home created flexibility and growth and opportunity. The friendship factor and connecting with amazing women, like you is one of the greatest treasures I found in my Starter Kit! Can't wait to see what you find in yours! Let's work together to get you off to a GREAT START! This business is simple to learn. Everything you are right now is enough to begin. By plugging into the right voices and spending time with the right people you can learn every skill necessary to reach any level of success you aspire to. Congratulations and welcome to our Mary Kay family!

Hugs, Tammy



let's go girl!

- ☐ 1. Let's talk \$: orientation
- ☐ 2. Let's Book your launch party with me and your recruiter.
Date:_____ Time:_____
- ☐ 3. Let's place your initial Product order
- ☐ 4. Let's set up your ProPay, business Venmo and Website
- ☐ 5. Let's start working on your PEARLS of SHARING
- ☐ 6. Let's order your business supplies: product stickers and business cards.

Go to www.marykaintouch.com - click on ORDERING -place mouse over ORDERING - click on MKCONNECTIONS

40/60 SPLIT

Let's talk
about money
management

IF YOU HAVE \$200 IN RETAIL SALES

60% Checking	40% Savings
-----------------	----------------

Remember to add sales tax to you retail sales based on where you live by multiplying the total retail value by tax amount. For example in Idaho it is 6% so $\$200 \times .06 = \12 Tax for a total collected of \$212

♥ Let's Connect ♥

wednesday unit night

- Location: **Tammy's House**
1253 E 9th N Rexburg
- **7:00-8:30pm** recognition, training & guest experience
- Please arrive 15 min early to set up for your guests. Pick them up if possible so they feel comfortable coming with a friend
- **Facial packet** for each guest: mirror, disposable washcloth, and cotton round, sales ticket, profile card and pen.
- **Dress for Success!**

events

QUALIFY TO ATTEND LOCALLY

- **Movin' Up Mamas lunch:**
First Wednesday each month @ 10 am- qualify to attend by placing **\$600** wholesale during the month prior, add a **new team member** or become a **Star Consultant**.
- **Star Consultant Parties** each quarter


MARY KAY COMPANY EVENTS

- **Career Conference:**
March different location each year
- **Seminar:** end of July/beginning of August!
- **Retreat:** October in MT

-Stay Connected-

www.facebook.com/TAMMYBROWNUNIT

website: tammybrownarea.com

@makeupyourmind360 

tbrown924



information and
promos from my
office via text :

208-369-2212

Tammy's phone:

208-313-4220

Let's Practice

BOOKING TEXT EXAMPLE

"Hey Maria! It's Tammy! How are you? Wanted to connect and let you in on some exciting news! I've started my own business with Mary Kay and wanted to see if you would be willing to help me with something? I need faces to practice on so that I know what I'm doing! LOL:) The products you would be using are high quality-much like what you'd experience at a spa. I can't believe how they have already changed my skin! Would you have time for a quick 45 min. facial in the next 10 days? Would a weekday or weekend work best? And, as a thank you, I'd love to gift you with 50% off of a mascara as a thank you.

LAUNCH PARTY SCRIPT

Hi _____, this is _____. do you have a minute? I'm so excited! I've just started my own business with Mary Kay and would love to share the products with you, get your opinion and treat you to some pampering.

My first party is on _____@_____. and it would be amazing if you could be there. We are going to focus on skin care and a fast flawless finish. There is no obligation to shop and the pampering is complimentary. Your support would mean the world to me. May I count on you to be one of my first guests and reserve a seat for you?

FACIAL SCRIPT

Hi _____, this is _____. Do you have a quick minute? I wanted to give you a call and let you in on some exciting news! I've started my own business with Mary Kay and would love to share the products with you, get your opinion and treat you to some pampering. Are you familiar with Mary Kay Products?

IF SHE ALREADY USES THE PRODUCT, FIND OUT WHO SHE GETS THEM FROM AND GRACIOUSLY REFER HER BACK TO HER CONSULTANT. GOLDEN RULE WINS :) IF SHE DOES NOT, CONTINUE TO CONNECT

ALWAYS BOOK A FACIAL TURN IT INTO A PARTY

What usually works best for you, day time or evening? Ok, I am available _____ or _____. Which is better for you? Great I'll pencil you in (set the time) _____ most women enjoy this experience more with friend or family and it doesn't take any longer for 5 people to try the products. PLUS when you share with friend or family you can earn a thank you gift from me. Can you think of a few people in your life that would love to join you?

We are going to have a blast! Call your friends and when they confirm that they are coming, shoot me a text with their names and phone numbers. I'll reach out to make sure they are comfortable and excited. You guys are going to get a fun customized experience. Thank you so much!

Pro Tips

Check out our website for more booking scripts and tips for coaching your guests

Make sure you never book someone else's customer. If she uses the products thank her for loving MK and refer her back to her consultant with a smile!

OFFER TWO CHOICES AT A TIME:
--DAY TIME OR EVENING?--
--6 OR 7 PM--
--WEEKEND OR WEEKDAY--

LET'S SHARE!

Use the script below once you've booked a facial or beauty experience with your first 6 friends or family members. We can meet in person, jump on zoom or a quick face time together if they are long distance. Let her know this is part of your education and that I will be coming to share- no pressure

When we complete 6 together you will receive your beautiful Pearls of Sharing Earrings and Necklace!

I'M SO EXCITED ABOUT THIS BUSINESS AND THE AMAZING WOMEN I GET TO WORK WITH. I'VE SET A GOAL TO SHARE THE MARY KAY STORY WITH 6 WOMEN THIS WEEK. YOU DONT HAVE TO BE INTERESTED..IT'S PROBABLY NOT FOR YOU AND THAT'S OKAY. COULD I SHARE RIGHT AFTER OUR FACIAL OR OVER A CUP OF YOUR FAVE WARM DRINK?

1.....

2.....

3.....

4.....

5.....

6.....

let's build strong Customers



10 Miracle Set Customers
X \$116

\$1160.00
X.50 Profit

\$580
Profit