

# TAKE YOUR first challenge.



## Power Start

Offer facials to 30 customers individually or in a skin care party setting\* during a one-month period. You can receive a platinum-toned pin with crystals from your Independent Sales Director.\*\*

## Power Start Plus

Facial 30 customers individually or in a skin care party\* setting *and* share the Mary Kay business opportunity with at least six people during your first month as an Independent Beauty Consultant. You can receive a gold- and platinum-toned pin from your Independent Sales Director.\*\*

Power Start Plus Tracking Sheet

| Customer/Prospective Team Member | Phone Number | Date of Facial | Follow-Up Date | Date Given Team-Building Materials | Date of Team-Building Appointment | Next Steps |
|----------------------------------|--------------|----------------|----------------|------------------------------------|-----------------------------------|------------|
| 1.                               |              |                |                |                                    |                                   |            |
| 2.                               |              |                |                |                                    |                                   |            |
| 3.                               |              |                |                |                                    |                                   |            |
| 4.                               |              |                |                |                                    |                                   |            |
| 5.                               |              |                |                |                                    |                                   |            |
| 6.                               |              |                |                |                                    |                                   |            |
| 7.                               |              |                |                |                                    |                                   |            |
| 8.                               |              |                |                |                                    |                                   |            |
| 9.                               |              |                |                |                                    |                                   |            |
| 10.                              |              |                |                |                                    |                                   |            |
| 11.                              |              |                |                |                                    |                                   |            |
| 12.                              |              |                |                |                                    |                                   |            |
| 13.                              |              |                |                |                                    |                                   |            |
| 14.                              |              |                |                |                                    |                                   |            |
| 15.                              |              |                |                |                                    |                                   |            |
| 16.                              |              |                |                |                                    |                                   |            |
| 17.                              |              |                |                |                                    |                                   |            |
| 18.                              |              |                |                |                                    |                                   |            |
| 19.                              |              |                |                |                                    |                                   |            |
| 20.                              |              |                |                |                                    |                                   |            |
| 21.                              |              |                |                |                                    |                                   |            |
| 22.                              |              |                |                |                                    |                                   |            |
| 23.                              |              |                |                |                                    |                                   |            |
| 24.                              |              |                |                |                                    |                                   |            |
| 25.                              |              |                |                |                                    |                                   |            |
| 26.                              |              |                |                |                                    |                                   |            |
| 27.                              |              |                |                |                                    |                                   |            |
| 28.                              |              |                |                |                                    |                                   |            |
| 29.                              |              |                |                |                                    |                                   |            |
| 30.                              |              |                |                |                                    |                                   |            |

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\*Showing a customer how to use Mary Kay® skin care products is called "offering a facial." You can facial customers individually or in a party setting. A party is defined as any selling situation which has a hostess, at least two guests in attendance and results in at least \$200 in suggested retail sales.

\*\*Participating Independent Sales Directors only