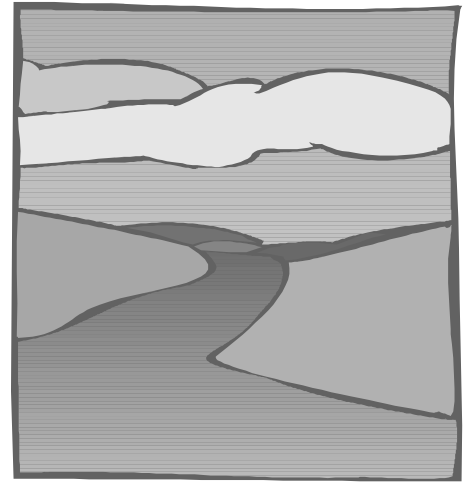


# MARY KAY® The Basic Path



Description: This path is for the consultant who wants to move up, but is not yet ready for the Red Jacket. Her focus is to build momentum and to learn to work consistently.

Name: \_\_\_\_\_

- \_\_\_\_\_ I am committed to holding at least 3-5 classes this month (that's 9-15 faces per month)
- \_\_\_\_\_ I am committed to spending 1-1.5 hours a week booking and coaching my appointments!
- \_\_\_\_\_ I am committed to sharing a marketing sheet with every one I facial and getting it to my Director within 24 hours!
- \_\_\_\_\_ I am committed to calling 10 customers per week to ask for reorders!
- \_\_\_\_\_ I am committed to having 1-4 guests/Interviews with my Director this month.

I, \_\_\_\_\_, am totally committed to the Basic Path for the month of \_\_\_\_\_, 20\_\_\_. I will attend my success meetings and communicate with my Director. I will fill myself with motivational material by listening to "positive" tapes, cds and reading "positive" books. I will recite my affirmations daily and visualize myself moving up in Mary Kay!

Consultant's Signature: \_\_\_\_\_