



Freedom Family

powered by pink

Welcome to Mary Kay!

Welcome, Welcome, Welcome to Mary Kay, our amazing Unit AND our Freedom Area Family!

As your MK Director, I want you to know, I am here for you! Your recruiter and I will be here to support, mentor and encourage YOU to you reach your goals and dreams. We will guide you and inspire you. We will not take credit for the success you achieve because the bottom line is this, YOU are the one who will make the choice to grow, learn and build YOUR BUSINESS! Your success will be yours because YOU own your OWN business, but you'll never be alone - we're here with you and for you!

As a Consultant, I encourage you to treat this business as if you were in school. Be patient with yourself. You will not learn everything overnight! Commit yourself to a certain number of hours per week to work your business, including weekly Unit Zoom Meetings and your own appointments. You'll also want to commit yourself to at least one full year of consistency in your business to allow it and you to grow. As a new Consultant there are many different skills which you will be learning, and they'll serve you well in all areas of life!

There is no magical, mystical secret to success in Mary Kay. Success is often a "Fail Forward" experience. It is getting a handle on who you are and what you want, then disciplining yourself to work toward your goal using good time management, a balance of faith, family, and career, along with proper money management. It is learning to listen. It is finding a need and filling it. It is realizing that 99% of this career is ATTITUDE, a positive "I CAN DO IT" attitude. It is understanding that maintaining a positive attitude is a daily choice we consciously make every day.

Congratulations for saying "YES" to this opportunity and for saying YES to YOU! I am truly looking forward to getting to know you better and mentoring you in your wonderful and empowering climb on the Mary Kay Ladder of SUCCESS! I am excited for you and committed to supporting you in ensuring success. Be patient and take it one step at a time {or fly to the top!}. We'll move at your pace. You're off to a GREAT START!

I will be calling you to go over your goals and your next step in Mary Kay. Start writing down names of women you know from work, neighbors, church, etc. I'll be in touch {or you can text me asap @ 585-213-1294. Remember to HAVE FUN!

Believing in your success!

Terezeja

Terezeja Lemieux, Future Executive Senior Sales Director

Freedom Family Unit

Who Am I?

I am your MK Director

I am your personal Business Coach

I am your Dream Keeper

I am here for you! I am a great resource for YOU and your MK Business. Why not take advantage of this resource that automatically comes FREE to you as a Mary Kay Consultant?



I am here to provide the following for you...

- I can work with you to develop a business plan to create the income you desire from your MK Business.
- I can provide education opportunities to sharpen your business skills.
- I can map out a financial strategy to add income and eliminate financial strain for your family.
- I can provide tracking systems that support your personal goals for your business.
- I can provide accountability for your business activity. Just like getting fit, improving your health, growing in your faith...it's ALWAYS better when you team up for support and accountability towards a goal.
- I can provide information on how to build a solid business foundation to create long term financial reward.
- If you desire more from your MK Business, I can provide private coaching sessions that will give you "step by step" guidance to promoting yourself up the MK career path that is filled with benefits like earning the use of a MK Car and becoming a Red Jacket Star Team Builder with instant cash bonuses & commissions!

If you desire any of the above for your business, please reach out to me! I care about you and the goals and dreams you hold in your heart!

Terezeja

Terezeja Lemieux, Future Executive Senior Sales Director
(585) 213-1294
terezeja@gmail.com



Start Here! MY FIRST 30 DAYS!

Name: _____ Start Date: _____

15 Day deadline to earn my Free Color Look: _____

Great Start Begins: _____ Ends: _____

Complete this checklist in your first 30 days to set yourself up for success!

1. Get Started

- ☐ Set a date and hold your Welcome Zoom with Terezeja and your recruiter
- ☐ Review your New Consultant Welcome Emails
- ☐ Place your first order

2. Get Set-Up

- ☐ Set up your Mary Kay intouch password/login
- ☐ Set Up your Website
- ☐ Set up Pro-Pay
- ☐ Open a Free Checking Account for your Business

3. Get Connected

- ☐ Join our Freedom Family Unit Facebook Group
- ☐ Checkout our Unit Website at www.terezeja.com
- ☐ Attend our weekly Monday Night Live Zooms
- ☐ Download the Mary Kay Apps
- ☐ Set-Up Voxer

4. Launch Your Business

- ☐ Set up your VIP Private Facebook Group
- ☐ Add at least 30 Friends and Family to your VIP Group
- ☐ Set a date for your Launch Party
- ☐ Invite everyone

5. Complete your Training to Become an Advanced Product Consultant

- ☐ MK University Education
- ☐ Skin Care Confident
- ☐ Color Confident
- ☐ Legal Education Module

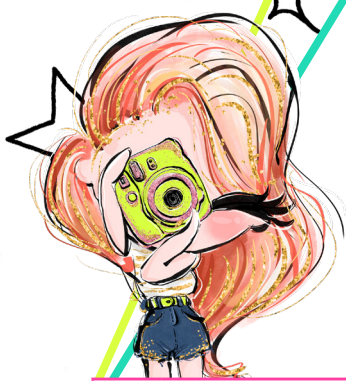
6. Keep Going and Growing.

- ☐ Earn your Pearls of Sharing Earrings, Bracelet and Necklace
- ☐ Track all your Great Start Bonuses
- ☐ Keep adding to your VIP group
- ☐ Invite friends and family to upcoming Guest Events

Earn your Unit Ring when you:

Complete your Start Here Checklist and Hold your Launch Party with at least 10 friends





Start Here CHECKLIST

30 FRIENDS AND FAMILY WHO ACCEPTED THEIR INVITATION TO YOUR VIP FACEBOOK GROUP

	NAME	INVITE ACCEPTED	INVITED TO LAUNCH	ATTENDED LAUNCH		NAME	INVITE ACCEPTED	INVITED TO LAUNCH	ATTENDED LAUNCH
1					16				
2					17				
3					18				
4					19				
5					20				
6					21				
7					22				
8					23				
9					24				
10					25				
11					26				
12					27				
13					28				
14					29				
15					30				



1st 3 Shares



Next 3 Shares



Add a qualified
new team member

MONDAY NIGHT LIVE ZOOM 4 DATES ATTENDED

1		3	
2		4	

PEARLS OF SHARING

	NAME	JOINED
1		
2		
3		
4		
5		
6		

All About Great Apps



Mary Kay Great Start

Everything you need to know to maximize your rewards with the Great Start Promotion! Motivation and direction on what to do to keep winning!



Mary Kay Ordering App

Independent Beauty Consultants can order wholesale products via their mobile devices, thanks to the FREE Mary Kay® Ordering App! To place orders, simply select the products you want to order, place them in your cart and check out.



Mary Kay Learning App

You're always on the go, and you're always driven to learn as much as you can about your Mary Kay business. That's why we've created a FREE app that offers you access to inspirational and educational audio and video education on the go!



myCustomers

It provides Consultants the opportunity to create sales tickets, manage inventory and service her customers on the go from their mobile devices.



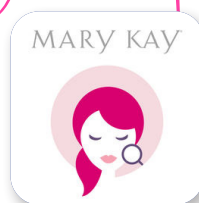
Mary Kay App

The app showcases all available Mary Kay® products and trends with access to personalized service and beauty advice from you. It also recommends products based on the customer's Beauty Profile. Your customers can create their own unique orders of application based on products they select. They can also create wish lists and share them with you, friends and family members. They can receive reorder reminders, helping to build loyalty with you. Connect with your customers and share Mary Kay® products like never before by sharing this easy-to-use app with everyone you know!



Voxer

Combines the best of voice and text messages with walkie-talkies for a powerful, modern personal and group messaging tool.



Mary Kay Skin Analyzer App

Think of it like a virtual appointment. Your customer taps the I'm a Customer button, scans her face, taps Share Results and emails or texts her results to you. You can then set an appointment to discuss the results, and as her skin care expert, guide her through the Mary Kay® product recommendations. When you use the app, you'll tap the I'm a Beauty Consultant button.



Mary Kay Mirror Me

It's the new virtual makeover app that uses augmented reality to try color products on the face in real time, allowing the user to move naturally and view makeup in a lifelike setting.



Mary Kay Digital Showcase

Mary Kay's Digital Showcase is your "one stop app" for all the great Mary Kay mobile presentation tools! You can have all these powerful presentation tools right at your fingertips. No matter where you are, you will be ready to SHOWCASE your Mary Kay business.



Mary Kay Events

This app puts all details about the conference in the palm of your hand; allows you to be kept up to date on conference details, event information and any changes/updates that may occur and much more!



Mary Kay eCatalog

Be in-the-know on the hottest makeup, the latest in skin care, global beauty trends, special offers, limited-edition products and more!




ProPay

Securely accept credit card payments on your phone or tablet using ProPay's credit card processing app. Accept payments from all major credit card brands (Visa, MasterCard, Discover and American Express) at rates as low as 1.99% per transaction and no hidden fees.



By placing your "Personal use" order when you place your inventory order, you'll truly feel so confident beginning your business! Imagine developing even 10 customers who ALSO use a head to toe collection!

STEP 1



STEP 3





Great Start Program

Amazing amounts of FREE Retail Product and Cash Bonuses are available to New Consultants during their qualifying time period. Your qualifying time period consists of your first four months. **Qualifying Time Period = the month your Agreement is received and accepted by the Company and the following 3 calendar months.**

3 PARTS OF GREAT START

PART 1

Place your 1st order of \$600 wholesale or higher to receive \$172 - \$1,032 in FREE retail product bundles. Maximum FREE product options available if order is placed within your first 15 days. More product {especially more FREE product} = more profit!

PART 2

Keep Selling! Continue to build your customer base and place wholesale orders to receive additional FREE product bundles for each accumulation of wholesale orders that equal \$600. Maximum FREE product available under Part 2 is \$720 FREE retail products.

PART 3

Team Build! Add new qualified team members during your qualifying time period and receive additional FREE product bundles and cash bonuses. Whether you add 1 new qualified team member to receive up to \$240 retail in FREE product bundles plus a \$50 cash bonus or 10+ new qualified new team members to receive up to \$2,400 retail in FREE product bundles plus \$500 in cash bonuses, the sky is the limit! There is NO LIMIT to the amount of product bundles or cash bonuses that can be earned during part 3 of the Great Start Program.

IF IT'S FREE...IT'S FOR ME!

Freedom Family Unit

Ready. Set. Sell!

PART I

FREE Welcome Gift!

Place a \$600+ wholesale, Section 1, order in your first 15 days and get this gorgeous color look worth \$134.50!

HURRY!
LIMITED TIME
OFFER

LOOK HOW MANY
BONUSES YOU CAN EARN!!



Ultimate Product Bonus Bundles = 100% PROFIT!



Miracle Set 3D Bundle, \$172



Targeted Solutions Bundle, \$148



Liquid Foundation Bundle, \$150






Open For Business Bundle, \$161



Lash & Lip Bundle, \$146



CC Cream Bundle, \$148

Wholesale Your Cost	Suggested Retail	Ultimate Product Bonus Bundles up to \$172 each	Color Look \$134.50 Value	2 Mirrors with Trays \$5.50 each	Travel-Roll Up Bags \$36 each	Maximum Bonus Value	Star Consultant Level
\$3,600	\$7,200	6 Bundles \$1,032	 \$134.50	 \$11	 \$72	\$1,249.50	EMERALD
\$3,000	\$6,000	5 Bundles \$860	\$134.50	\$11	\$72	\$1,077.50	DIAMOND
\$2,400	\$4,800	4 Bundles \$688	\$134.50	\$11	\$72	\$905.50	RUBY
\$1,800	\$3,600	3 Bundles \$516	\$134.50	\$11	\$72	\$733.50	SAPPHIRE
\$1,200	\$2,400	2 Bundles \$344	\$134.50	\$11	\$36	\$525.50	
\$600	\$1,200	1 Bundle \$158	\$134.50	\$11	\$36	\$353.50	

Contact your Director to discuss all of your options and bonuses **before your first inventory order.**

Freedom Family Unit

Ready. Set. Keep Selling!

Essential Product Bonus Bundles
= **100% PROFIT!**

PART 2

The Rewards Keep Coming!

As you sell more and grow your business, you can earn Essential Product Bonus Bundles valued up to \$120 retail each.

Here's how it works:

Each time you reach \$600 or more in cumulative wholesale Section 1 product orders within your first four months, you'll get a **FREE* Essential Product Bonus Bundle** valued up to \$120 retail.

Your first four months means the month your Independent Beauty Consultant Agreement is received and accepted by the Company and the following three calendar months.

Also, this offer does not apply to order amounts that qualify for the **Great Start Ready. Set. Sell! Ultimate Product Bonus Bundles**.

You are eligible to receive up to **six product bonus bundles total**. Potential retail value for **Part 2 of the Great Start Program** is **\$720**.

1



TimeWise Miracle
Set 3D Bundle
\$120 Value

2



Skin Care
Solutions Bundle
\$106 Value

3



Open for
Business Bundle
\$107 Value

4



Liquid
Foundation
Bundle
\$100 Value

5



Lash & Lip Bundle
\$98 Value

6



CC Cream Bundle
\$110 Value

Ready. Set. Team Building!

Essential Product Bonus Bundles
= **100% PROFIT!**

PART 3

Share the Fun!

You're having fun in your Mary Kay business. You probably already know someone who would love to share this experience with you, don't you? Great news! When you and a friend go on this journey together, you can both have a Great Start with profitable rewards!

How it works:

When you build your team during your qualifying time period you can earn BIG REWARDS for sharing the Mary Kay Opportunity. For each NEW Great Start qualified team member that you add, you will receive 2 FREE Essential Product Bonus Bundles valued up to \$240 in retail, PLUS a \$50 cash bonus and monthly team commissions based on wholesale orders placed!

Example:

- 1 NEW QTM = \$240 retail product + \$50 Cash
- 2 NEW QTM = \$480 retail product + \$100 Cash
- 3 NEW QTM = \$720 retail product + \$150 Cash + \$100 for promoting to Red Jacket!
- 5 NEW QTM = \$1,200 retail product + \$350 Cash
- 10 NEW QTM = \$2,400 retail product + \$600 Cash

NOTE: Team building FREE Bonuses are unlimited during your Great Start qualifying time period. And the examples shown above don't even include the actual team-building COMMISSIONS you'll earn!

1



TimeWise Miracle
Set 3D Bundle
\$120 Value

2



Skin Care
Solutions Bundle
\$106 Value

3



Open for
Business Bundle
\$107 Value

4



Liquid
Foundation
Bundle
\$100 Value

5



Lash & Lip Bundle
\$98 Value

6



CC Cream Bundle
\$110 Value