

As we consider your inventory order and what level that you wish to begin your business, we will also look at the demonstration items that will be useful as you hold your appointments. The Starter Kit is filled with the basics needed to share the Miracle Set, foundation and basic color. However, if you wish to hold full circle appointments and build higher sales, I suggest these demo products to be used at the first two appointments that you hold with your customers. These will be a part of your initial inventory order.

For your first appointments:

Full Size Satin Hands and Satin Lips (to begin your appointment) it is a great ice breaker and everyone sees immediate results.

Firming Eye Cream (If you come in as a Qualified Consultant, \$600 or more wholesale inventory this is a part of your FREE product if purchased within the first 2 months of becoming a consultant)

Microdermabrasion (Used at your second appointment, this is also FREE with a \$600 or more wholesale inventory if purchases within the first 2 months of becoming a consultant.)

Foundation Primer

Liquid Foundation Brush (If you chose liquid foundations to begin your business)

Cream Eye Colors Beach Blonde & Apricot Twist

Cream Eye Color Brush

Café Au Lait Lip Gloss

For your 2nd color appointment:

Brush Collection

Brush Cleaner

Compact Pro

Blue, Brown, Hazel and Green eye color bundles*

Sunny Spice and Shy Blush Cheek Color*

True Dimensions Natural Beaute Lipstick*

Café Au Lait Lip Gloss*

*These items are placed inside of Compact Pro which goes into the zippered bag in the brush collection.

Section 2 Items: (These are your sales aids)

Sales Slips (25 are in the Starter Kit)

Hostess Brochures

Small Plastic Mary Kay Bags (For you customer's product purchases)

Trial Size Satin Hand Creams (As thank you gifts for your hostesses)
Mary Kay pin (For your first team member!)

If you choose a higher inventory package than \$600 we will discuss what other items that you wish to have as demonstration items at your appointments. (Full Size Botanical Sets, Fragrance, etc.)

I'm looking forward to partnering with you to a very successful start to your business. I suggest that you keep this email so that when your inventory arrives you will be able to separate the demonstration products from your inventory products to sell at your appointments.

REMEMBER: The pictures shown in the Ready, Set Sell brochure are just **SAMPLE** inventory packages. These are pictures to give you an idea of what each package may look like. They are not actual packages to purchase. I customize your inventory package around your proposed customer base as well as some of your favorite Mary Kay products.