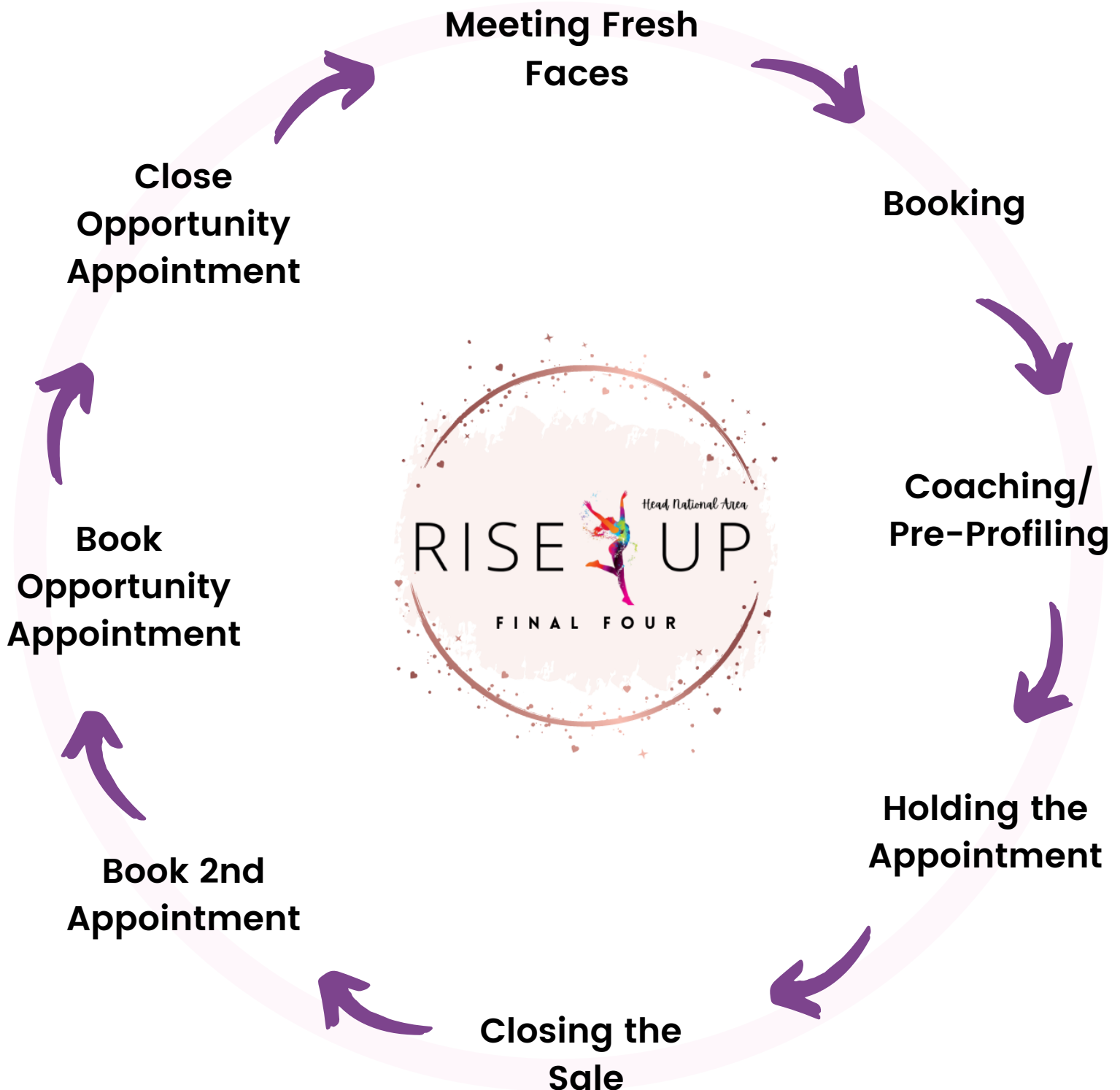


FULL CIRCLE SUCCESS



THREE ELEMENTS FOR SUCCESS

in my Mary Kay Business

PEOPLE

- **Communication**
- **DISC**

PRODUCT

- **Videos- MK InTouch**
- **Product Central**
- **Skincare/Color
Confident**
- **Using ALL Mary Kay
products personally**

PROCESS

- **Full Circle Success:**
 - **Meeting Fresh Faces**
 - **Booking**
 - **Coaching/Pre-Profiling**
 - **Holding the
Appointment**
 - **Closing the Sale**
 - **Booking 2nd
Appointment**
 - **Booking Opportunity
Appointment**
 - **Closing Opportunity
Appointment"**
- **Self-Leadership Skills**
 - **Habits**
 - **Health/Emotions**
 - **Relationships**
 - **Time**
 - **Money**