



**MOLEDA DAILEY**  
EXECUTIVE SENIOR SALES DIRECTOR

## **WELCOME!!!**

### *Dear New Consultant,*

**Welcome, Welcome, Welcome to Mary Kay Cosmetics and our MILLION DOLLAR UNIT in the making!**

*Not only have you been accepted into the most progressive and positive company in the world, but you also have become a vital member of one of the fastest growing and dynamic units in Mary Kay! The reason we keep growing and getting better is because we select quality women **like you** to join our team.*

*As your Director, I am your business advisor. However you will set your own goals. Your recruiter and I will be here to help you reach them. We will guide you and motivate you. We will not take credit for the success you achieve because the bottom line is this, **YOU** are the one who will get out the door to hold appointments and attend Unit Meetings. This is **YOUR BUSINESS!** Your success will be yours because **YOU** are on your own, but **NEVER** alone.*

*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 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 tasks in which you will be learning.*

*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.*

*Thank you for saying "YES" to this opportunity and for saying **YES to YOU!** I am truly looking forward to getting to know you better and assisting you in your wonderful and exciting climb up the **Mary Kay Ladder of SUCCESS!** I am excited for you and I am committed to help ensure your success. Be patient and take it one step at a time. We'll move at your pace. Have 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 will be in touch and remember to **HAVE FUN!***

### **Believing in Your Success,**

*Moleda*

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