

TAKE YOUR first challenge.

Perfect Start

Offer facials to 15 customers individually or in a skin care party setting* during a two-week period. You can receive a platinum-toned pin from your Independent Sales Director.**

Perfect Start Tracking Sheet

Customer/Prospective Team Member	Phone Number	Date of Facial	Follow-Up Date	Date Given Team-Building Materials	Date of Team-Building Appointment	Next Steps
1.						
2.						
3.						
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15.						

Please note: The Company grants all Mary Kay Independent Beauty Consultants a limited license to duplicate this document in connection with their Mary Kay businesses. This item should not be altered from its original form.

*Showing a customer how to use Mary Kay® skin care products is called "offering a facial." You can facial customers individually or in a party setting. A party is defined as any selling situation which has a hostess, at least two guests in attendance and results in at least \$200 in suggested retail sales.

**Participating Independent Sales Directors only