

Teresa Kaasa

A large, stylized pink geometric graphic composed of several overlapping triangles and polygons, creating a faceted, diamond-like shape. It is positioned behind the main title text.

45^{to} Thrive

with Tandy Fischer



Achieve the National Court of Sales with just 45 Rock-Solid Customers purchasing these products!

Your goal is to turn your customer base into a rock solid business of reordering customers.

If you focus on sampling these 25 products with your current and new customers, that's \$45,000 retail! How do you do that? Great customer service and follow-up!



Quantity	Product	Sugg. Retail	Total
2	TimeWise Miracle Set	\$116.00	\$232.00
1	Replenishing Serum C+E	\$60.00	\$60.00
1	Hydrogel Eye Patches	\$44.00	\$44.00
1	Microdermabrasion Plus Set	\$58.00	\$58.00
2	Oil-Free Eye Makeup Remover	\$20.00	\$40.00
2	Micellar Water	\$18.00	\$36.00
1	Satin Lips Set	\$26.00	\$26.00
1	Gel or Charcoal Mask	\$26.00	\$26.00
2	Foundation Primer	\$20.00	\$40.00
1	Undereye Corrector/Concealer	\$16.00	\$16.00
2	CC Cream	\$22.00	\$44.00
1	Silky Setting Powder	\$20.00	\$20.00
1	Clinical Solutions Retinol 0.3	\$70.00	\$70.00
1	Clinical Solutions Booster	\$38.00	\$38.00
1	Perfect Palette	\$20.00	\$20.00
1	Chromafusion Blush	\$14.00	\$14.00
1	Chromafusion Contour	\$14.00	\$14.00
1	Liquid Eyeshadow	\$16.00	\$16.00
3	Chromafusion Eyeshadow	\$8.00	\$24.00
2	Waterproof Eyeliner	\$14.00	\$28.00
2	Ultimate Mascara	\$16.00	\$32.00
2	Lipstick	\$20.00	\$40.00
1	Waterproof Lip Liner	\$14.00	\$14.00
2	Precision Brow Liner/Brow Tint	\$14.00	\$28.00
1	Balancing Toner	\$20.00	\$20.00



Total Sugg. Retail \$1,000.00 Wholesale \$500.00

These are just suggestions! If you sell your customer other skin care products or different quantities, don't be afraid to make it count!

Customer Name

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Sample Tracker

Name	Sample	Date Sent	Expiration	Follow-Up
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3.	.	.	.	.
4.	.	.	.	.
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14.	.	.	.	.
15.	.	.	.	.

Follow-Up Script:

Hey Kate! Have you had a chance to try the sample I sent you in the mail? Just a quick reminder that your \$10 off a \$40 purchase coupon expires tomorrow! 💕

Is there anything you'd like to use it on?

Sample Tracker

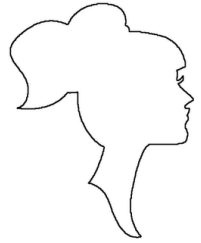
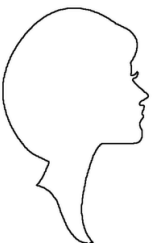
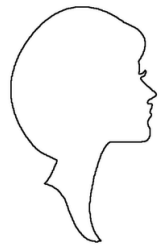
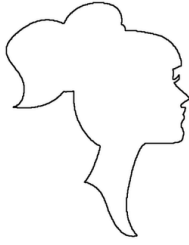
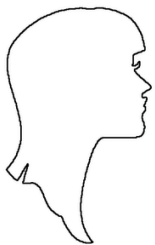
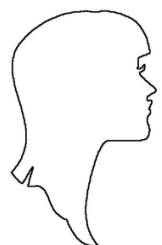
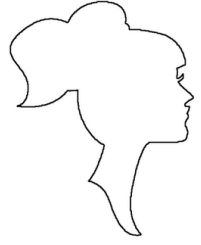
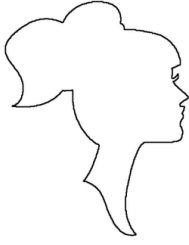
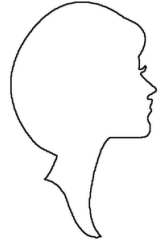
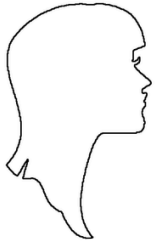
Name	Sample	Date Sent	Expiration	Follow-Up
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20.	.	.	.	.
21.	.	.	.	.
22.	.	.	.	.
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27.	.	.	.	.
28.	.	.	.	.
29.	.	.	.	.
30.	.	.	.	.

Follow-Up Script:

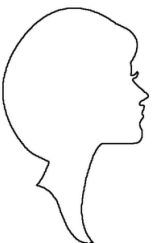
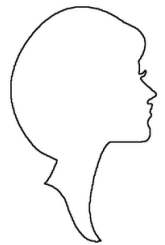
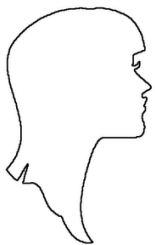
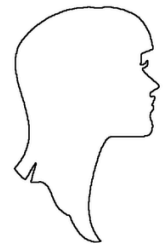
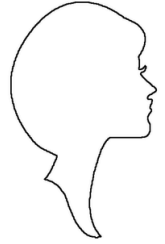
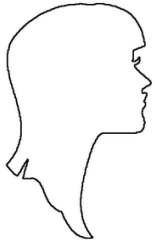
Hey Kate! Have you had a chance to try the sample I sent you in the mail? Just a quick reminder that your \$10 off a \$40 purchase coupon expires tomorrow! 💕

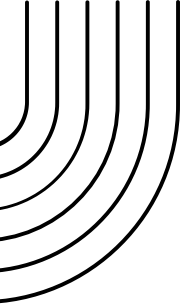
Is there anything you'd like to use it on?

Faces Challenge



Faces Challenge



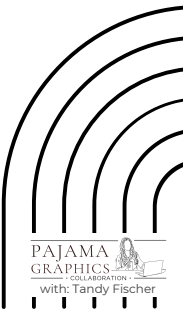


National Court of Sales

"Tracked Numbers Grow!"

\$450	\$450	\$450	\$450	\$450	\$450	\$450	\$450	\$450	\$450	\$450	\$450	\$450	\$450	\$450
\$450	\$450	\$450	\$450	\$450	\$450	\$450	\$10k	\$450	\$450	\$450	\$450	\$450	\$450	\$450
\$450	\$450	\$450	\$450	\$450	\$450	\$450	\$450	\$450	\$450	\$450	\$450	\$450	\$450	\$20k
\$450	\$450	\$450	\$450	\$450	\$450	\$450	\$450	\$450	\$450	\$450	\$450	\$450	\$450	\$450
\$450	\$450	\$450	\$450	\$450	\$450	\$450	\$30k	\$450	\$450	\$450	\$450	\$450	\$450	\$450
\$450	\$450	\$450	\$450	\$450	\$450	\$450	\$450	\$450	\$450	\$450	\$450	\$450	\$40k	\$450
\$450	\$450	\$450	\$450	\$450	\$450	\$450	\$450	\$450						

Color your way to the National Court of Sales!
Fill in a square for every \$450 retail.



National Court of Sharing

"Tracked Numbers Grow!"

— Fill in a box for each interview —

1	2	3	4	5	6	7	8	9	10
11	12	13	14	15	16	17	18	19	20
21	22	23	24	25	26	27	28	29	30
31	32	33	34	35	36	37	38	39	40
41	42	43	44	45	46	47	48	49	50
51	52	53	54	55	56	57	58	59	60
61	62	63	64	65	66	67	68	69	70
71	72	73	74	75	76	77	78	79	80
81	82	83	84	85	86	87	88	89	90
91	92	93	94	95	96	97	98	99	100
101	102	103	104	105	106	107	108	109	110
111	112	113	114	115	116	117	118	119	120

— Fill in the name of each new team member! —

 1. _____	 2. _____	 3. _____	 4. _____
 5. _____	 6. _____	 7. _____	 8. _____
 9. _____	 10. _____	 11. _____	 12. _____
 13. _____	 14. _____	 15. _____	 16. _____
 17. _____	 18. _____	 19. _____	 20. _____
 21. _____	 22. _____	 23. _____	 24. _____



Mary Kay Survey



As your MK Beauty Consultant, I want to meet all your beauty needs and expectations. I want you to have the BEST Mary Kay experience possible.

My hope is that you fall in LOVE with your fabulous products, and my mission is to be the best Beauty Consultant ever! I want to SERVE YOU in the best way possible... even if you are only a mascara user!

Name: _____

1. What's the best customer service experience you've ever had?

2. Do you use social media? Facebook _____ Instagram _____ TikTok _____

3. Family: Do you have kids, pets, are you married? What are their names?

4. What's your dream vacation destination? _____

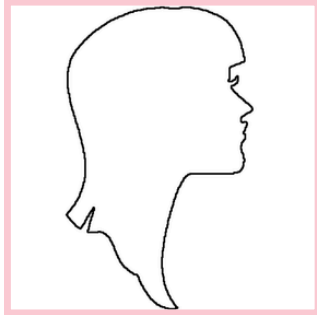
5. Please circle all products you currently use (regardless of brand).
If you regularly use other skincare or glam products, please list.

Cleanser
Moisturizer
Eye Cream
Microdermabrasion
Eye Makeup Remover
Extra Products for Oily/Dry Skin
Lip Products for Dry Lips
Cleansing Brush for Face
Foundation Primer
Foundation
Translucent Powder

Concealer
Eye Shadow Primer
Eye Shadows
Mascara
Eye Liner
Blush
Brush Set
Foundation Brush
Contouring Products
Highlighting Products
Brow Liner or Powder

Retinol
Serum
Hydrogel Eye Patches

Customer Profile



Name: _____

Notes: _____

Currently Using:



Products!

- ☐ ☐ TimeWise Miracle Set
- ☐ Replenishing Serum C+E
- ☐ Hydrogel Eye Patches
- ☐ Microdermabrasion Plus Set
- ☐ ☐ Oil-Free Eye Makeup Remover
- ☐ ☐ Micellar Water
- ☐ Satin Lips Set
- ☐ Gel or Charcoal Mask
- ☐ ☐ Foundation Primer
- ☐ Undereye Corrector/Concealer
- ☐ ☐ CC Cream
Shade: _____
- ☐ Silky Setting Powder
Shade: _____
- ☐ Clinical Solutions Retinol 0.3
- ☐ Clinical Solutions Booster
Booster(s): _____
- ☐ Perfect Palette
- ☐ Chromafusion Blush
Color(s): _____

- ☐ Chromafusion Contour
Color(s): _____
- ☐ Liquid Eyeshadow
Color(s): _____
- ☐ ☐ Chromafusion Eyeshadow
Color(s): _____
- ☐ ☐ Waterproof Eyeliner
Color(s): _____
- ☐ ☐ Mascara
Type/Color(s): _____
- ☐ ☐ Lipstick
Color(s): _____
- ☐ Waterproof Lip Liner
Color(s): _____
- ☐ ☐ Precision Brow Liner/Brow Tint
Color(s): _____
- ☐ Balancing Toner

Additional Products



A soft, pink watercolor heart shape serves as a background for the main text. The heart has a textured, slightly grainy appearance with varying shades of pink.

gift certificate

skin care • makeup • body care • fragrance

Mary Kay Cash

\$10 off a \$40 purchase

Valid: _____ to _____

Independent Beauty Consultant

Teresa Kaasa

605-520-0843- cell

605-884-5172- office

tkaasamk@gmail.com



The background of the image is a repeating pattern of light pink hearts on a white background. The hearts are of varying sizes and are slightly tilted, creating a soft, romantic feel.

A GIFT
for you!

A decorative flourish consisting of a single black outline of a heart, with a long, elegant tail that curves upwards and to the right, ending near the top right corner of the image.

This certificate is good for

\$10

**in products redeemable at your
skincare or color appointment!**

Independent Beauty Consultant

Teresa Kaasa

605-520-0843

tkaasamk@gmail.com



— gift certificate —
skin care • makeup • body care • fragrance

— gift certificate —
skin care • makeup • body care • fragrance

— gift certificate —
skin care • makeup • body care • fragrance

— gift certificate —
skin care • makeup • body care • fragrance

— gift certificate —
skin care • makeup • body care • fragrance

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skin care • makeup • body care • fragrance

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skin care • makeup • body care • fragrance

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skin care • makeup • body care • fragrance

— gift certificate —
skin care • makeup • body care • fragrance

— gift certificate —
skin care • makeup • body care • fragrance

Mary Kay Cash

\$10 off a \$40 purchase

Valid: _____ to _____

Independent Beauty Consultant
Teresa Kaasa
605-520-0843
tkaasamk@gmail.com

PAJAMA GRAPHICS
with Mary Kay

Mary Kay Cash

\$10 off a \$40 purchase

Valid: _____ to _____

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PAJAMA GRAPHICS
with Mary Kay

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Mary Kay Cash

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tkaasamk@gmail.com

PAJAMA GRAPHICS
with Mary Kay

A GIFT
for you!



A GIFT
for you!



A GIFT
for you!



A GIFT
for you!



A GIFT
for you!



A GIFT
for you!



A GIFT
for you!



A GIFT
for you!



A GIFT
for you!



A GIFT
for you!



This certificate is good for

\$10

**in products redeemable at your
skincare or color appointment!**

Independent Beauty Consultant
Teresa Kaasa
605-520-0843
tkaasamk@gmail.com



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