

Alisa Briggs  
Independent Sales Director  
Mary Kay

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Welcome Rachel!

Congratulations on your decision to become a Mary Kay Independent Beauty Consultant. I just wanted to take a quick minute to officially welcome you to our unit, if I haven't already, and to Mary Kay Cosmetics. I truly believe the reason for our success now and in the future can be traced to one common factor: quality people like you! Welcome to our fabulous unit!

I am your director and our unit number is ER33. We are part of the Candie Lewis National Area and the Diamond Seminar. You will also want to make note of your consultant number. It is 9701DR.

Whether you have chosen to be a consultant for personal use or to climb the ladder of success, I'd like to encourage you to read this letter and any other correspondence the company or I send you during your Mary Kay Career. It is always best to be informed.

As a new Consultant, I strongly urge you to start scheduling and holding your first appointments NOW if you haven't already, because what you lack in experience you can make up for in enthusiasm! Activity will provide your greatest sense of learning. Mary Kay herself often said, "You can do everything right with the wrong attitude and fail to succeed, but you can do everything wrong with the right attitude and succeed beyond your dreams!" You'll want to try all the products and start making a list of everyone you know. Please schedule time to always attend our weekly unit success meeting where you will learn and be motivated. I love this business because you never stop learning, and there are always opportunities to grow.

I am glad to have you in our unit! I care about your future and I am committed to supporting you as you succeed. I will always match my time 100% with your effort! Be patient with yourself and just take it one step at a time. We'll move at your pace. I look forward to working with you and coaching you to create the perfect Mary Kay Career tailored to fit your individual situation. Always feel free to call me at (443) 629-5947 if you have questions or need ideas. Have a great start!

Love & Belief,



Alisa Briggs  
Independent Sales Director