

# 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.						
4.						
5.						
6.						
7.						
8.						
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11.						
12.						
13.						
14.						
15.						

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\*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