



Your Inventory Decision



Your inventory decision is one of the single most important decisions you will make about your business in Mary Kay. If you have too much, it will overwhelm you. If you don't have enough, you quickly become very frustrated. Please read thru everything in this page protector and listen to a pre-recorded message by National Sales Director Pam Fortenberry-Slade at 1 (212) 461-2732 **before** making your decision. Not knowing all the facts could result in the loss of up to \$1000 in free products! After making your decision, or if you have any questions, please call me (336) 263-6480 and let me know what you have decided. One of my jobs as your Director is to help you make your initial inventory decision. Once you have decided on an amount, I normally place your first order for you because most of the time new consultants are a little unsure of what they need the most. My 30 years of experience makes that a piece of cake :->) and of course we discuss it beforehand and you can tell me if you have any specific wants or needs. I do customize the order just for you. (For example, if you are allergic to fragrance you might not want any.) After that, most consultants feel very confident in placing their own orders. It's pretty much just replacing what you've sold. Your initial order is the only one that counts for New Consultant Bonuses so make sure you don't get excited and place an order for just a little something because it will jeopardize all your "freebies"!

OK let's get you started on that decision! First, read the article Debt or Investment by Dr. Robert Schuller. Next, get some paper and a pen so you can take some notes on what you hear on Pam Fortenberry-Slade's pre-recorded call. Then, before you dial in, find the New Consultant Ordering Sheet. Feel free to write on this chart as you listen to her speak. Call **1 212 461-2732**. It is only a 20 minute call and is available 24/7 so you can listen to it at your convenience. If you have someone who will be making this decision with you, I highly recommend you have them listen to this call also. They can get on the extension with you or you can put the call on speaker and listen together, or they can just listen when it's convenient for them. But, if they are helping you to make the decision it is very important for them to hear the facts also. Finally, after listening to the call, call me! I'll answer any questions you may have and you can give me your decision. The most important thing is, I want you to have all the facts so you can make an intelligent decision. Then you will be a happy satisfied Mary Kay consultant getting out of this business what you want from it!

Sound good? Great!