

- **Master Consultant Class Sessions synopses**

- **Session 1: “MARY KAY Culture and Heritage”**
- This weeks session is about our Mary Kay Heritage and Culture. We will dive into what makes Mary Kay unique and more about Mary Kay the woman.
- **Session 2: Mastering your Mindset and Emotional Management 101**
- This weeks session is about Emotional Management and Mastering your Mind set. This is PROBABLY the most important take away skill I've gained from my Mary Kay Experience. "She who masters her mind, masters her world
- **Session 3: Booking, Leads Generation Ideas, and Coaching your appointments to hold**
- **Session 4: Sharing the opportunity 101**
- This session focuses on WHY you should share the opportunity equally with the products. Learn Mary Kay's original plan for how to naturally introduce the career opportunity into your selling appointments.
- **Session 5: The Art of Selling and Customer service and retention 101**
- Providing "Golden Rule customer service", how to retain clients long term and some of my favorite seasonal selling ideas and promotions.
- **Session 6: Business Management Systems and time management 101**
- This weeks session will cover how to keep your paperwork straight and give an over view of where your time should be spent to have a balanced business. We will cover Time management tools to keep you sane.
- **Session 7: What it takes to move up**
- This session will focus on how to take the skills and information you have gained to take your business to the level of your next goal and beyond. We will have lots of time for Q and A over all the session topics!