

# WELCOME TO Dacia's DREAMERS



Welcome to Mary Kay and our Dacia's Dreamers Family. You are going to love your journey. You will grow spiritually, emotionally, physically, mentally & financially. I am here to support you and to be your biggest cheerleader!

Love,  
*Dacia*



email  
**nsddacia@gmail.com**  
office  
**dareareaoffice@gmail.com**  
telephone  
**305.970.9023**

 DACIA WIEGANDT

 NSDDACIA

 NSDDACIA

 DARE AREA



Voxer is a prime way to communicate with me. Download the app and look for Dacia Wiegandt (nsddacia).





# LET'S GET

# started



WELCOME TO MARY KAY AND OUR UNIT! I AM EXCITED TO WORK WITH YOU AND FIND OUT ALL YOUR GOALS AND DREAMS. IF YOU CAN PLEASE TAKE 30 MINUTES TO WATCH THIS NEW CONSULTANT TRAINING CALLED **3 Ps** TO GETTING YOUR BUSINESS OFF TO THE RIGHT START.

IT IS VERY HELPFUL AND WILL GIVE YOU CLEAR INSTRUCTION ON HOW TO START  
**YOUR NEW BUSINESS.**

WHEN YOU ARE FINISHED TEXT ME A TIME WE CAN CHAT TODAY  
305.970.9023

JUST FOR LISTENING YOU WILL GET A PRIZE.  
[https://youtu.be/D\\_Jlm3yW4G4](https://youtu.be/D_Jlm3yW4G4)

XO

*Dacia*



# YOUR WEEK AT A



MONDAYS

FRIDAYS

SATURDAYS

MONDAY NIGHT LIVE  
@ Studio Pink  
6:45 PM

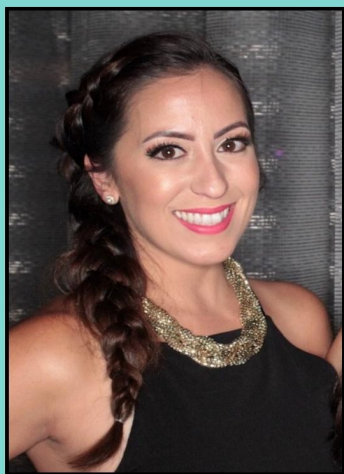
THURSDAY  
@ Studio Pink  
6:45 PM

SATURDAY MORNING LIVE  
@ Studio Pink  
9:45 AM

STUDIO  
*pink*  
10200 NW 25TH STREET #109  
DORAL, FLORIDA 33172

\$6 per event or \$20 for the month! A monthly meeting card is sold at the start of each month at the front desk. Mary Kay attire is required at all events and children are not permitted. Be sure to submit your weekly accomplishment sheet to participate for recognition. There will be a Live Skin Care Class and Consultant training. Contact your Director to find the best suited meeting for you - The meeting is meant for inspiration, motivation & education. Mary Kay said " You show up you go up".

## Dare office team



HOUSE MANAGER/PERSONAL ASSISTANT ●●● JESSICA RIOS

Jessica lives in Miami with her 3 sons. Jessica is a professional organizer, and has taken on the exciting project of organizing everything Dacia; both at home and office. Aside from working with the Wiegandt family, Jessica also runs her own business of professional organizing and designing - OCD Miami. Jessica loves what she does and working side by side with Dacia.

**Cell:** 786.877.2705

**Office:** 305.252.2707

**Email:** [wiegandhousemanager@gmail.com](mailto:wiegandhousemanager@gmail.com)

**Voxer:** jleerios

MONDAY thru THURSDAY  
9:00 AM to 3:00 PM



DARE UNIT MANAGER ●●● LAUREN GANNON

Lauren lives in Massachusetts with her husband, Scoot, and two sons, Ethan and Tyler. She has been with Mary Kay for 26 years.

Lauren assists with new consultant training, unit and area recognition, consultant status updates, weekly communication, meeting scheduling and on-line communication.

**Office:** 305.457.7288

**Voxer:** dareareaoffice

# 13 STEPS TO

**Step 1:** Contact Dacia, your director [305.970.9023](tel:305.970.9023) or Lauren at [508.353.3080](tel:508.353.3080) to set up your one on one business plan session. This is where you set your goals and map out a plan of action to make them happen! \* This is an extremely important step starting off your Mary Kay business successfully.

Download the DARE app on your smart phone. Click on "new consultants " and watch the "3p's training" to get your business off to the perfect start.



Passcode: username: mk passcode: mk

**Step 2:** Log onto [www.marykayintouch.com](http://www.marykayintouch.com) with your consultant number and create a passcode. Should you choose to start your business at the \$600 level or more in your first 15 days you will receive a neutral look retail of \$129 of FREE product. You will also receive a Time Wise Skin care bundle and travel roll up bag valued at an additional \$134.



**Step 3:** Make your wedding list

Grab your smart phone , notebook, and pin! It is time to make your "wedding list." Think of all your family, friends, co-workers, neighbors, former classmates, accountant, attorney, nail girl, church, social clubs, Facebook, Instagram , friends, etc..... Shoot for 100! Then take a picture and text me!

**Step 4:** Meet your **PINK** tribe at your weekly success event. Attend your weekly success meeting and receive your MK logo pen.



**Step 5:** Complete watching on your National's website [www.dacia.w.com](http://www.dacia.w.com) or go to your Directors Mary Kay University.



Click on business  
Click on LIVE training  
Passcode: commit

\*take notes and call your director with any questions.

After watching Mary Kay University in person or live text or vover a picture of your notes **and** after doing your qualified order, receive this lip cosmetic bag!





# Success

## Step 6: Schedule your business Debut

This is the grand opening of your business. Invite all the contacts on your contact list. Contact your director to schedule a date for your debut. You will earn your jeweled calculator when you have at least 6 guests, 18 years or older at your debut.



## Step 7: Complete your Power Start

Practice putting the skin-care & color on 30 faces within a 30 day window to build your confidence and skills.



When you book your first 10 appointments you get this Pink Gold bling pen. Text or vover your director when you finish this.

**Step 8:** Share the opportunity with at least 5 sharp possible team members. Do 5 practice interviews with your director. They can be at your debut, beauty experience, or at a coffee chat.

## Step 9: Set up Propay and our MK website

Log onto [www.marykayintouch.com](http://www.marykayintouch.com) with your consultant number and passcode. Start working on your "getting started" checklist. First set up your propay account So you can approve credit cards/debit cards. Place curser over "ordering" click on "Pro-pay." Then set up your Mary Kay personal Website for only \$30 (this pays for your first year), a \$60 value & you must have a Propay account to accept credit cards/ debit cards from your customers in person and on your personal website for \$39.95 a year!

## Step 10: Open a separate checking account

This isn't a business account just a free checking account that is separate account from your personal one. This will make tax time much easier! You want to get a debit card with this account.

## Step 11: Order business Essentials

Go to "ordering tab" on Mary Kay InTouch then select "Mkconnections " to order your business essentials kit and get 250 business cards for FREE!



## Step 12: Keep a positive attitude

This business is 99% attitude and 1% skill. It really is a make or break.



## Step 13: Completing all 13 steps

Text a picture of your tracking sheets to Dacia to earn your prize. You also need to text a picture of your wedding list, & power start tracking list.

After starting your business and completing all 13 steps, doing your qualified order and 30 faces receive this Pink "New Faces take you Places" thermos from your director.

Dacia Wiegandt  
Sr. National Sales Director



# all about GREAT APPS



## My Customers App

It provides Consultants the opportunity to create sales tickets, manage inventory and service customers on the go from their mobile device.



## Voxer App

Combines the best of voice and text messages with walkie-talkie for powerful modern personal and group messaging too. Easily and instantly communicate with friends, family or teams at work live, or listen to saved messages later at your convenience.



## Dare Area App

User friendly app to inform you of up-coming events, training, and helpful tools for your business.

Username: mk  
Passcode: mk



## Mary Kay Events App

This app puts all the details about conferences in the palm of your hand; allows you to be kept up to date on conference details, event information and any changes/updates that may occur and much more.



## ProPay App

Securely accept credit card payments on your phone or tablet using ProPay's credit card processing app. Accept payments from all major credit card brands (Visa, MasterCard, Discover and American Express) at rates as low as 1.99% per transaction and no hidden fees.



## MK eCatalog App

Be in-the-know on the hottest make, the latest in skincare, global beauty trends, special offers, limited-edition products and more!



## Mary Kay InTouch App

Your business is in your hands now. You no longer need a computer to stay in touch with Beauty Consultants on your team and be aware of their achievements.



## Mary Kay Pink Changing Lives App

It's the first Mary Kay app to connect you with everything Mary Kay is doing to give back in the community. Log your makeovers for good! You can also use this app to connect with the Mary Kay Foundation.



## Virtual Makeover App

Customize looks with endless combinations of eye makeup, lip colors, hairstyles, hair colors, accessories and more. Choose a photo from your library, take a picture from your mobile device or select from a variety of models.



## Digital Showcase App

Mary Kay's Digital Showcase is your "one stop app" for all the great Mary Kay mobile presentation tools. You can have all these powerful presentation tools right at your fingertips. No matter where you are, you will be ready to SHOWCASE your Mary Kay business.





# POWER START SCRIPT

Hello \_\_\_\_\_. Do you have a quick minute? I don't know if I told you, but I just started my brand new business with Mary Kay (or if you re-started you could say that), and I'm so excited. I have this huge goal that my director gave me. She said I need to do 30 faces in the next two weeks and she told me to call all the sharp woman I know, and I immediately though of you and how you could help me with this goal. You don't have to buy anything. I just need your help. I will have a special gift for you just for helping me. Can you help me this week or next? Next, great, I have Monday, Friday, and Saturday. What's the best day for you?

Saturday? Great! Morning or evening?

Evening, great! 4-6 p.m. or 7-9 p.m. etc....

\_\_\_\_\_, thank you so much for helping me with this goal. Now, remember it's just as east to do your face as it is to do a few friends. If you can help me and get a few friends together you will receive our hostess gift and up to \$100 in free product according to how many women you have at your party. We can just do you, but it is always more fun with a few friends. So, do you think you could think of some women that would come? Great! You think of those name and then I will call you in a few days to get the list of ladies you want to come so I can put together goodies bags for them.



- \* Reconfirm the date, day, and time.
- \* Follow-up with a:
  - Thank You note,
  - E-card,
  - hostess packet
  - call to get guest list,
  - and call to confirm and get directions to house.
- \* You can't follow up enough!!!



NAME: \_\_\_\_\_ \$600 WHOLESALE ORDER DATE: \_\_\_\_\_

# 30 FACES IN 30 DAYS

	SALES
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29.	
30.	
<b>TOTAL</b>	



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. \_\_\_\_\_  
 # \_\_\_\_\_ # \_\_\_\_\_ # \_\_\_\_\_ # \_\_\_\_\_ # \_\_\_\_\_

# LET'S MAKE BEAUTY EXPERIENCES FUN

*change a face or change a life*



## 4 BEAUTY EXPERIENCES

EMBRACELET ACHIEVER

RECEIVES:

RECOGNITION IN NEWSLETTER & AREA WEBSITE

## 10 BEAUTY EXPERIENCES

EMBRACELET ACHIEVER

\$1,000 RE-ORDER

RECEIVES:

RECOGNITION IN NEWSLETTER & AREA WEBSITE  
VOXER FROM YOUR NSD

## 12 BEAUTY EXPERIENCES

EMBRACELET ACHIEVER

\$1,200 RE-ORDER

RECOGNITION IN NEWSLETTER & AREA WEBSITE

VOXER FROM YOUR NSD  
15 MINUTE COACHING

## 6 BEAUTY EXPERIENCES

EMBRACELET ACHIEVER

RECEIVES:

RECOGNITION IN NEWSLETTER & AREA WEBSITE  
VOXER FROM YOUR NSD

15 MINUTE COACHING

WITH NSD

DARE PIN (1st month)

WITH NSD

DARE PIN (1st month)

ONCE YOU HAVE EARNED YOUR DARE PIN YOU WILL RECEIVE A

SURPRISE GIFT FROM YOUR NSD THE NEXT MONTH.

AFTER THAT. A VIP

DACIA'S FAVORITE THINGS

BOX FILLED WITH SOME OF HER FAVORITE THINGS.

### Definition of a "Beauty Experience"

A party with 3 or more women, over 18, \$200 in sales within party including outside sales.

#### EXAMPLE:

12 Beauty Experiences should average \$2,400 in sales and \$1,200 in profit.



\*To redeem prizes all results should be turned in on the Google docs link on our area website. (www.daciaaw.com)



# Set Yourself Up For Success

by investing in inventory & doubling your investment!

Wholesale Order    Retail Value    Wholesale Investment + Tax    Demo    FREE    Skin Care    Supplements    PRIZE    Full Color    Brushes & Compacts    Body Care    Full Demo    Fragrance & Limited

Wholesale Order	Retail Value	Wholesale Investment + Tax	Demo	FREE	Skin Care	Supplements	PRIZE	Full Color	Brushes & Compacts	Body Care	Full Demo	Fragrance & Limited
Pearl \$4800	\$9600	\$5800	X	\$1000	X	X	★	X	X	X	X	X
Emerald \$4200	\$8400	\$5000	X	\$905	X	X	★	X	X	X	X	X
Emerald \$3600	\$7200	\$4400	X	\$850	X	X	★	X	X	X	X	X
Diamond \$3000	\$6000	\$3600	X	\$735	X	X	★	X	X	X	X	X
Ruby \$2400	\$4800	\$3000	X	\$625	X	X	★	X	X	X	X	X
Sapphire \$1800	\$3600	\$2300	X	\$505	X	X	★	X	X	X	X	X
\$1200	\$2400	\$1600	X	\$400	X	X		X	X	X	X	X
\$600	\$1200	\$800	X	\$290	X	X		X	X	X	X	X

Mary Kay even takes on the risk for us with a 90% Buy Back guarantee!

You leave an average of \$350 on the table per party without inventory!





2018  
*to*  
2019

# Dacia's Dreamers

EARN THESE PRIZES JUST BY WORKING YOUR BUSINESS

*you can do it!*  
*love, dacia*

When you book your first 10 appointments you get this Pink Gold Bling pen. Text or voxer your director when you finish this.



Earn your jeweled calculator when you have at least 6 guests, 18 years or older at your debut.



After completing all 13 steps, doing your qualified order and 30 faces receive this Pink "New Faces take you Places" thermos from your director.



Watch Mary Kay University, in person or live, text or voxer a picture of your notes and after doing your qualified order, receive the lip cosmetic bag!

