



6 Most Important Courses for New Independent Beauty Consultants

- 1 Mary Kay Glossary**
Enhance your Mary Kay vocabulary by learning more about the words and phrases that are unique to the Mary Kay culture. You can refer to this glossary anytime you encounter an unfamiliar Mary Kay term.
- 2 VIPink Service**
You will learn helpful tips on how to give the best VIPink service! You will find hostess flyers, compliment cards, and social media content that you can use on your Facebook or Instagram page!
- 3 Skin Care Product Basics**
Learn how to understand your customers' skin care needs and match them with the appropriate Mary Kay product.
- 4 Finding and Keeping Customers**
When you listen to your customers and put their satisfaction first, you can begin to earn their trust and confidence in your beauty expertise and service. Your business can grow when you find and keep loyal customers who love every experience with you!
- 5 Socially Connected: Market Your Mary Kay Business**
Social media is the perfect place to stay connected and be discovered! We also know it takes time and energy, and we want to help set you up for success.
- 6 Tell your iStory**
You will learn about the importance of creating your own Mary Kay success story and how to share your story with new customers and potential team members.

BONUS!

When you are ready to move up the career path, complete the **Ready for Red Learning Plan!**