As a Brand New Beauty Consultant, you will want to make sure that you are not only using Mary Kay personally from head to toe, but also be equipped with Retail Size Products for Demos/Testers! Your Starter Kit came with a lot of these Retail Size Demos and Tester Products for you to use in your Sales Appointments, Facials, Parties, Guest Events etc!

You cannot sell what you do not use, and this is where personal use of the products come in. Likewise, You won’t sell what you don’t demo! Your customers will purchase what you share with them, and Mary Kay as a company prides ourselves on our customers being able to “try before they buy”. In addition to the starter kit bag you’ll need a travel roll up bag to put all the actual retail size demo products in. You can take all the products out of the boxes that came in your starter kit, and add the other products below in the box! In the starter kit bag I recommend getting a 7-15 pocket accordion folder to put all the “paper” items in, I put them in the order that I use them, and it keeps it very organized, it will fit inside! Ex: profile card, then beauty books, then referral cards for names, then placemat close sheet, then sales tickets, order of application sheets, hostess packets, think pink forms, beauty agreements, recruiter packets, etc. I put the hostess packets and team building packets (you’ll make these up) and Look Book Catalogs in the starter kit bag, they are too bulky for the accordion folder. Also put a Satin Hands Set demo in the bag inside the starter kit bag. This is just a suggestion of what has worked best over the years to help you be set up for success, organized, & everything you need at your fingertips!

**Products in your Demo Roll up Bag:**

- **Pocket 1:** 2 Cleansers/Moisturizers, both formulas Combo/oily & normal/dry, also put day/night solution.

- **Pocket 2:** Eye makeup remover, Microdermabrasion Set, Firming Eye Cream, Satin Lips Set, Eye Primer, Foundation Primer

- **Pocket 3:** Lip Glosses (Fancy Nancy, Bronze Bliss, and Rockin Red). Compact with light-medium bronzers, Ultimate Black Mascara & Lash Love Mascara and both kinds of disposable Mascara wands, sponge tip applicators.

- **Pocket 4:** Foundations.
  You can keep satin hands in the bag it comes in inside your starter kit. And put the foundation brushes in a mesh bag.

In your Starter Kit bag also put the face case bags each packed with (face case, clear tray & 4 paper inserts (1 each color in each tray), facial cloth, headband, 2 cotton rounds, pen, beauty book, and profile card, referral card.)

You’ll will likely want both the Mineral and TimeWise Liquid Foundations, one formula came in your starter kit. Put these foundations, brushes and perfume/cologne samples in the black mesh zip bags.

Get A tackle box from wal-mart to out your lip and eye liner samples and mascara wands in! They are about $5. take items to the store to test the fit.

**Eventually You’ll want to Demo:**

All the products especially Glamour Color Mineral Makeup, TimeWise Supplements, and Fragrance/Cologne. 1 of each mineral eye shadows blushes. All these glamour items will all fit into 2 cosmetic display trays available on section 2. You can also have 1 of each lip gloss, and some lipsticks, they will fit in the lip display case on sec 2 also.

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