Dear Career Conference Bound Consultants!  Note: qualify for a special gift from me (training CD) in this letter...

I know you are excited about your upcoming Career Conference.  It will be an incredible experience with tons of education, inspiration, and some of the best girlfriend time ever.  I love going to Mary Kay conferences because so many great ideas are shared, we really begin to understand the heart of Mary Kay and changes take place in each of us that are difficult to put into words.

For some of you, this will be your first Career Conference and I thought I would make a few suggestions to help make your Conference more enjoyable and profitable!

1) You will come home with a lot of renewed enthusiasm for your business and with a greater level of determination and commitment to success. So, please take this one piece of advice: **Begin NOW to fill the week you come home with several bookings for skin care classes, facials, interviews, and selling appointments!** When you get home, you will want to immediately put into practice what you’ve been taught.

2) I am so proud of our growing National Area because each of you are so considerate of other people. You display a caring spirit and a warm heart and I pride myself on the example we set for others. I appreciate your professionalism and integrity and I know you will leave a good impression everywhere you go! Remember that for some women, being away from home is no big deal. For others, this is the trip of a lifetime and they may be scared to death. Just use that same spirit we use everyday with each other and be on the lookout for ways to help others at Career Conference.

3) Dress for Career Conference is professional. Star Team Builders, Team Leaders & DIQs should wear their official crested red jacket, black skirt and white blouse (black blouse for DIQs). Consultants should wear a business suit or skirted outfit. If possible, I highly recommend a black skirt & white blouse with a blazer or jacket (training rooms can be cold or hot!) but do not go to a lot of expense if you do not already own these items!

Be prepared for lines and to walk and stand on concrete floors in a large convention center. Bring along your patience, positive Mary Kay attitude and comfortable, professional shoes (no new shoes!).

4) On Friday, **BE SURE TO LEAVE AND ARRIVE EARLY** to allow time for parking, registration and the drive to the convention center (or hotel). If you desire, you can pick up your packet early on Friday beginning at 2 PM. **You will need a photo ID to pick up your packet!**

5) You may wish to carpool to reduce parking expenses. Be sure to help out whoever you are riding with!
6) You will not need a lot of spending money. The elegant PUTTIN’ ON THE GLITZ luncheon is available for everyone who added at least 2 qualified team members by February 28th. If you did not qualify, there are places to grab a bite in and around the convention center. You may want to bring snacks for your tote or purse but no chewing gum, please! Also, please do not order during, or bring alcoholic beverages to, any Mary Kay event.

7) You’ll probably want some sort of SMALL tote to carry during the conference. In your tote, you’ll want to be sure you have a notebook or pad of paper along with extra pens or pencils. Some people do bring recorders for their favorite sessions or speakers. I wouldn’t plan, however, to try to record general sessions - there is generally too much excitement & noise. And, don’t forget your camera, extra batteries & film!

8) Career Conference will begin PROMPTLY AT 7 PM on Friday night. I recommend that you arrive at the Convention Center no later than 6:00 p.m. Remember, this is a BIG convention center and you want to allow plenty of time to arrive and prepare!

9) I’ll have a SPECIAL GIFT, a training CD I recorded myself JUST for this Career Conference, to present to everyone at the end of the day Saturday who turns in her CC Challenge form completed. I am sometimes surprised by Consultants who choose to slip out early. DON’T MISS OUT! Are you crazy???

This event can be a life changing experience and I commend you on your decision to attend. Great excitement awaits you at Career Conference! I know it will be the very thing that sends YOU to the TOP of our business!

P.S. I will have for each of you a special Career Conference Challenge form—find me as soon as you arrive... And, as always, if you have other thoughts or questions, please let me know.

Building our Area with purpose, integrity and passion,

Lisa

Schedule At-A-Glance—let your family know!

Day 1 Friday

2-9 p.m. Registration/Packet Pickup (your name badge in this packet is your entry form to every part of this event)

3:30 pm Emerging Leaders Workshop (all Red Jackets) and Sales Director Workshop (these are 2 separate workshops)

7-10 p.m. Opening General Session—find me for your CC Challenge Form!

Day 2 Saturday

8:30 a.m. Classes begin—be early, seating is NOT reserved!!! Be up front!!!

10:45 a.m.—Noon Morning General Session

12:15-1:45 Girls Love Pearls Lunch or lunch on your own

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2-4 p.m. Closing General Session—the number ONE NSD and Directors speak—POWERFUL session

Be sure to turn in your completed CC Challenge form for your GIFT FROM LISA!