

# Adoptee Etiquette

The Adoptee Program is one unique feature that is characteristic of the heart of our Company and sets us apart. You can live, move, sell, build, recruit anywhere in the U.S. Everyone in Mary Kay Cosmetics at some point in time will benefit from the Adoptee Program!

“Our Adoptee system is unique in the direct sales world, and it is this system that has made it possible for us to operate without territories. You can go anywhere, anytime, and maintain your recruits and you keep what you build. Our adoptee system is one of our most precious possessions, so keep it with all your heart. Through this system there is no limit to the growth of a unit.” -Mary Kay Ash

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## Suggestions on how to be a good Adoptee:

1. Turn in your Adoptee Registration Form
2. Consider the benefits of attending weekly success meetings and other Bombshell events
3. Be on time and RSVP to weekly success meetings and sponsored events
4. Volunteer to help at weekly success meetings
5. Always seek advice first from your Sales Director, then go to your Adoptee Director
6. Submit Weekly Accomplishments to your Adoptive Director and Commissioned Sales Director via Mary Kay InTouch weekly
7. Email your Adoptive Director when you have moved up the Career Path so she can recognize you at the weekly success meetings. (Remember she has no reports on you so you must notify her.)

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## What to Expect from your Adoptee Director:

1. Provide educational opportunities at weekly success meeting, workshops, and other Bombshell events
2. Present the marketing plan at events where guests are present
3. Provide you with recognition as you move up the career path

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## What to Expect from your Commissioned Sales Director:

1. To be your Business Mentor
2. Follow-up with your guests
3. Discuss inventory with you and your team members
4. Help with team-building appointments
5. Send a monthly newsletter
6. Include you in any unit promotions
7. Answer any questions or concerns you have