



## Hogan Unit: "This is How We Roll"

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Meeting & Event Etiquette...When we go to big events, people are watching YOU because they know the unit that you're a part of. We have a reputation of excellence....at the events we have been to this year I have noticed that our unit is always on-time and the 1st in line, always the best dressed, always a positive attitude, always applauding others when they're recognized, always standing when Mary Kay is shown speaking, always standing when NSD's are introduced...THAT'S JUST HOW WE DO IT...seriously, you ladies are a cut above the rest and you carry yourself with such excellence! I notice and others notice! Of course, we want to continue with a reputation of excellence sooooo....THIS IS HOW WE ROLL.....

"The best-dressed person in the room is the most respected person in the room." ~ Mary Kay Ash

Mary Kay attire is a professional skirt or dress. Even though Corporate America has relaxed into pant suits, we continue to bare our legs and strut our stuff, because it's professional and feminine and it's a standard that Mary Kay Ash set when she started this company. You will feel your best and act your best when you're looking your best and it sets you apart from the crowd. Everyone will take you more seriously as a beauty consultant and as a business owner when you have a professional skirt or dress on. You will turn heads in the grocery store, you will feel confident approaching a sharp woman and your husband will look forward to you getting home! This attire is a standard we have in our company and in our unit...IT'S JUST HOW WE ROLL!

"Give a girl the right shoes and she can conquer the world." - Marilyn Monroe

Here are some other tips on attire...along with a skirt or dress, you'll also feel your best when you're makeup is on and your hair is done. Remember, we're in the beauty industry and we are our best advertisement! As a rule of thumb, you'll want to wear tights or leggings in the winter. Let's keep the cleavage and thighs to a minimum! Giggle! Jewelry and tasteful accessories complete every outfit! Heels make your legs look longer and, yay, more sexy! When we look our best it gives us confidence and allows us to focus on others instead of ourselves....IT'S JUST HOW WE ROLL!

"Better 3 hours too soon than a minute too late." - William Shakespeare

Although it applies in other areas of life, there's no such thing as fashionably late in Mary Kay.

"Punctuality is the soul of business." - T Haliburton. Definition of on-time: 15 minutes early! When you're on-time you avoid a lot of stress - it's hard to be present in-the-moment and focus on others when you're flustered from being late. Arrive at every meeting at least 15 minutes early. At larger events, at least 30 minutes early. You get better seats when you're on time and winners sit in the front...IT'S JUST HOW WE ROLL!

"I love hearing my audience breathe." - Adele

When we're at meetings and events, we are the AUDIENCE! How we act as an audience has a big impact on the presenter. As an audience we can enable the presenter to give her best presentation because she feeds off the energy (or lack of) from the audience. Here's a quick list for Audience-Etiquette....SMILE, make eye contact, nod in agreement, laugh at jokes, pay attention, don't talk, for Pete's sake, turn your cell phone on silent, DON'T TEXT and please, please, please don't answer your phone when someone is in the front of the room presenting (this should go without saying, but it needs to be said). Do not MOVE or BREATHE when information about the business opportunity is being presented. Make it a goal to GIVE ENERGY to the person at the front of the room...IT'S JUST HOW WE ROLL!

"...Never will I scratch for excuses to gossip...when I am tempted to criticize I will bite on my tongue..." - Og Mandino

We have a ZERO tolerance policy for gossip, negativity, complaining, whining, excuses, drama, etc. Period. Let people know you for your SUCCESS story, not your sad story...IT'S JUST HOW WE ROLL!

"...When I am moved to praise, I will shout from the rooftops." - Og Mandino

When someone is being recognized CLAP & APPLAUD, like give a rowdy applause, not just a few lame claps; maybe even shout "woo-hoo"! When you're not paying attention or texting or talking or shuffling papers and organizing your supplies while someone else is being recognized, she may as well not even be recognized; it's soooooo incredibly rude to not give your full attention to someone who is being recognized. Treat others the way you would want to be treated...IT'S JUST HOW WE ROLL!

The most precious jewels you'll ever have around your neck are the arms of your children." ~ Author unknown

We love the little ones, but a MK event is NOT an appropriate place for children. Make sure your guests know this - it's better that she doesn't come rather than bring the babies because of the distraction it can cause for others. Our goal is to create a fun, stress-free, pampering environment for women...IT'S JUST HOW WE ROLL!

"Fortune favors the prepared mind." - Louis Pasteur

Come with ALL the products and supplies you need and be organized about it. Every now and then we will forgive you if you forget something and have to borrow it, but it should not be a habit. Take responsibility to know what you need and bring it. Always bring a notebook and pen to take notes. All your guests should be taken care of have foundation matched before the meeting starts at 6:30pm sharp, so watch the time and have your guests ready to give their full attention. For crying out loud, bring HOSTESS PACKETS & INFORMATION ABOUT THE OPPORTUNITY so you can close your guests! Preparation and organization are your friends...IT'S JUST HOW WE ROLL!

"We are what we repeatedly do. Excellence, then, is not an act, but a habit." ~ Aristotle

Regarding your attendance to our weekly meetings, be CONSISTENT. Consultants who attend consistently make more money and move up more quickly. Don't get into the start/stop, high/low, on/off roller coaster cycle. Just be consistent and you'll see results...IT'S JUST HOW WE ROLL!

"Don't let yesterday use up too much of today." ~ Will Rogers

Leave your worries and stress at the door and enjoy the moment. Be others-focused. Introduce yourself to a stranger. Sit by someone you don't know. Compliment someone. Listen more than you talk. Ask questions more than you give answers. Ask if someone needs help with their guests. Help keep the room clean and tidy. Smile. Introduce new consultants to seasoned consultants. Look for the good in everyone...IT'S JUST HOW WE ROLL!

*"I was taught to put my best effort into anything I did, and I can honestly say I've always done that...Still, there were many times when I failed, many times when I was disappointed. We didn't set the world on fire from the first day; disappointments, setbacks and work have created the Company as it is today. I envisioned a company in which any woman could become just as successful as she wanted to be. The doors would be wide open to opportunity for women who were willing to pay the price and had the courage to dream." ~ Mary Kay Ash*



