

[advice]

To Get Started In Building Your Team You Need:

- 1) Team Building notebook for team building appointments
- 2) Team Building Tote to carry with you
- 3) Team Building packet also for team building appointments

The Steps in the Team Building Process

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- 1) Offer Company material, such as a team-building brochure or audio.
- 2) Invite her to any Mary Kay function (unit meetings, glamour workshops, guest nights, etc.)
- 3) Share the avenues of income.
- 4) Share the information with their husbands, if possible.
- 5) Have your Sales Director talk to them personally via phone or personal visit.
- 6) Give them Miracles Happen, Mary Kay autobiography.