

I See You in your Red Jacket, Moving Up, and Going Strong

Why Reach for Red: Because being a Red Jacket means that you have learned that Red Jackets are successful! Being in red means that you have shared this wonderful opportunity with at least 3 other people who can benefit from Mary Kay! A Red Jacket is on their way to leading a team and is poised for success!

AS A STAR RECRUITER YOU COULD:

Earn profits based on retail sales

Earn a 4% commission on w/s order of personal team members

Receive a \$50 red jacket rebate

Receive a team building bonus

PREPARE YOUR TEAM BUILDING TOOL KIT:

- 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
- 4) Action packed I-Story

When there is an objection, always use FEEL, FELT, FOUND!

"I know how you FEEL, I FELT the same way when . . . , but what I FOUND was . . ."

Using yourself, a sister consultant, or Director, as an example to overcome the objection and follow it with, "If it weren't for that, what would keep you from getting started?"

When she says "No." Move on. No is not NO. It simply means not right now, ask her later when you feel she may be ready to learn even more later.

Remember to....

See the people,
Call the people,
Book the people,
Sell to the people,
Share with and
Recruit the people