

Tips for Movin' On Up! You Can Do It!

Appointment Tips

Be enthusiastic, be excited.

Keep your team building appointment short. Limit it to no more than 30 minutes.

Try to have your prospect's husband present when you are sharing the opportunity, he needs to hear it from you, he may have a distorted picture if he hears it from somewhere else.

STICK TO THE BASICS, she doesn't need to know all about Sales Director qualifications until she has established herself as a consultant.

Do not prejudge, if you aren't convinced, how can she be?

Do not do all the talking, listen to her questions and concerns.



Different Steps in the Process

- 1) Offer company material, such as a team building brochure or audio.
- 2) Invite her to any Mary Kay function.
- 3) Share the avenues of income.
- 4) Share the information with their husbands.
- 5) Have your Sales Director talk to them personally via phone or personal visit.
- 6) Give them the "Miracles Happen" book, Mary Kay's autobiography.

Starting or Restarting

- 1) Schedule team building appointments for 24 - 48 hours after meeting women at your appointments. Share with them right after the class if it's not running too late.
- 2) Invite all your potentials to every unit meeting – not just one or two.
- 3) Go back through your customer file and schedule team building appointments with all potential team members that you did not ask in the beginning of your relationship.
- 4) Follow up with people you've talked to in the past who may not have said "yes" at the time – their situations may have changed.
- 5) Be ready to build your team anywhere at any time – even if all you can do is grab a piece of paper and sketch out the avenues of income for her. You can always mail her extra information right away.
- 6) Find prospects at family reunions, clubs, social outings, etc.
- 7) Great ready! Be excited about getting that next business associate. Get a passion to move up and earn your Red Jacket or Sales Director suit!



Team Building From Classes

Ask the hostess who she thinks would be interested.

Share your two minute I-Story.

Select your prospect - select at least one person from every appointment to share the opportunity with.

Offer a hostess gift to everyone she refers that becomes a new team members of yours.

