

# ***"NOW WHAT DO I DO?"***

## ***(RECRUITER'S CHECKLIST)***

Congratulations on your newest Team Member! What an exciting time this is for both of you! I know you want the best for your new Team Member, so let's work together to get her off to her best start.

As a Recruiter, you have certain responsibilities. For keeping these responsibilities, our company rewards you financially with a commission check and with recognition at our meetings and events.

### **Here are the things she will need and expect from you:**

1. Our image. Is she on our products from head to toe? Has she trashed her other brand products? Spend a few minutes going through a current Look Book or Beauty Book with her and make a grocery list of things she needs. Perhaps offer her a makeover so she can get a new look.
2. Her logo pin. You will want to present her with a logo pin at the first meeting once she signs her agreement.
3. Educate her on our products—how to use, when, and which ones are best for her.
4. Know why she became a Consultant. What are her dreams? Share your belief in her!
5. Encourage her to begin her business with inventory. Stress the importance of being an "order-filler" and not an "order-taker".
6. Encourage her to enroll in the New Consultant First Look for New Consultants. This is the best way for your new consultant to see exactly what the company has to offer by receiving a new Look Book with samples. Plus this will encourage her to enroll in the PCP Program so that all of her customers will receive the latest company mail-outs as well.
7. Schedule a SCC for yourself and take her with you as your Assistant. Let her learn while you earn!
8. Tell her about the Senior Consultant enhancer. Say, "You probably already know who your first recruit is...someone sharp like you who'd you enjoy going through your training with."
9. Schedule and hold her Grand Opening/Business Debut. Your focus is to book each and every person there as a Hostess of a SCC and to sell product at the Grand Opening/Business Debut.
10. Encourage the Power Start—when it begins, how she will feel getting that pin at our meeting, what an achievement it is.
11. Send her a personalized note of encouragement every week.
12. Introduce her to your Sister Consultants and other Team Members.
13. Stress the importance of attending weekly meetings and New Consultant Training. Lead by example—attend all meetings yourself!
14. Explain the meeting format, appropriate dress, etc.
15. Inform her of upcoming events (Seminar, Career Conference, etc.)
16. Call her after her first meeting and SCC. "What did you enjoy the most?" "What did you learn the most?"
17. Answer her questions. Encourage her to call you.
18. Encourage her to call me at my office: 461-7405