

BUILD YOUR TEAM THIS SUMMER - STARTING NOW!

This is an AWESOME NEW Summer Pilot Program!

A great document to share with every woman you respect, enjoy your time with and would like to work with. Add to all of your recruiting packets and place in every reorder bag! Build your team **ON PURPOSE** and **WITH A PURPOSE** - asking for a "sharing appointment," so that you can share the Mary Kay Opportunity information with those you would love to add to your team. See below for some suggested scripts.

Script #1: "Hi! This is _____ with Mary Kay Cosmetics. Do you have a minute? Great! I'm really excited because I've been challenged to share Mary Kay career information with ___ sharp women in the next ___ weeks. I immediately thought of you! I don't know if this is anything that you would ever think about for yourself, but I will give you a \$10 Gift Certificate good for any of our fabulous products for our time together. All I need from you is 30 minutes to get your thoughts on the information. We can do it over the phone or we can meet for coffee. Will you help me meet my challenge? Let's set up a time to get together. I so appreciate your time."

Script # 2: Asking for a Training Interview: "I'm moving up to Leadership in Mary Kay and as part of my training I need to observe my Director sharing the Marketing Plan with one of my sharpest customers. I immediately thought of you. Is there any reason why we can't get together over my treat of a dessert and coffee or soda with my Director this week or next so that she can train me? It may or may not be something for you and that is okay. You'll really be helping me and I'll have a great gift for you."

Schedule **two times** with her and call your Director to see which one your Director can make. If she lives far from your Director, try to schedule your time together at a place that is closer to your Director.