

## **Preparing For and Creating 2018 Physically**

### **It's People Time!!!**

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- \_\_\_ Do the appointments on my date book support my goal? If not, what can I do to get that set up?
- \_\_\_ Do I have a reason for people to schedule appointments with me now? 100 Faces in 100 Days, Test Panel, Get something for the amount of the day in Jan. they hold a party (i.e. Hold on the 5th and get \_\_\_ for \$5) Women in Business Portfolio
- \_\_\_ Do I have a list of people to call? If not, how can I create a list?
- \_\_\_ Have I separated that list into prospective hostesses and those I need to facial first to build a relationship with?
- \_\_\_ Is my list diverse making myself visible in different groups of people and ages?
- \_\_\_ Have I marked my calendar for the dates and times I can hold appointments this month?
- \_\_\_ Do I know what to say when I contact this person?
- \_\_\_ Am I excited about what I have to share and offer? Is it something I would take advantage of myself? Enthusiasm=I Am Sold Myself
- \_\_\_ Am I excited about our MK Product and Opportunity?
- \_\_\_ Do I have a good understanding our products, how & why they work?
- \_\_\_ Do I feel like I look good? Have I gotten recent compliments about my image? If not, it is my makeup, my hair, my clothes, or my shoes that I need to fix?
- \_\_\_ Do I feel like I can hold a great appointment opening, presentation and closing? If not, what needs some work?
- \_\_\_ Do I feel like I am a good coach to my hostess helping her in advance in every way to get the most from her party?
- \_\_\_ Do I have good follow-up & follow-through forever and always without fail? Follow through says to people that I care about them and they make a difference.
- \_\_\_ What part of my people skills could use some awareness and focus?
- \_\_\_ Do I feel that people leave me more uplifted, feeling better about themselves, more excited or motivated than they did before I arrived?
- \_\_\_ How well do I really listen to what others are saying to me being entirely focused on the other person?
- \_\_\_ Do I understand all the opportunities of a Mary Kay business well enough to share it with someone else?
- \_\_\_ Do I reach out to people (without prejudging) who I feel have some quality that could make them good in this business should they have an interest and share with them about how they could have a business that gives back to them financially as well as socially and emotionally?
- \_\_\_ Do I follow-up & follow through with pleasant persistence with that person until she has gotten the information & made a decision to remain a customer or become a consultant?
- \_\_\_ Do I calculate the number of contacts with those who I desire to build and cultivate a relationship with until I have made at least 7 contacts with that person?
- \_\_\_ Do I follow-up and follow-through with serving my customers on a regular, predictable, on-going basis introducing them to new products through PCP Look Book Mailings a and/or samples that could be of benefit to them as I build the relationship?
- \_\_\_ Do I have a good understanding of the personality styles so that I can come from a place of and acceptance for everyone I work with not judging, allowing them to take my energy away because they are different than I and am able to be patient, tolerant, kind, & understanding?
- \_\_\_ Do I stop monthly to reflect on what is working and what is not working toward building my # of appointments,, # of customers, & # of team members that I desire?