

## Make a Team Building Shift

You will never possess that which you are unwilling to pursue.

Leading a team means taking people to place they would not normally go themselves. More than anything, women want to feel valued by belonging and being loved and women want to win! The world of Mary Kay is a place to realize both of those wants and needs!

We work our business full-circle when we:

- A. Sell Sets
- B. Schedule Future Appointments
- C. Interview the Hostess + 1 other

Is your #1 focus on retailing the product and team building at the same time?

When you are just selling the product, you are hopping on one foot.

When you are just team building (recruiting), you are hopping on the other foot.

Would you agree when you hop you're exerting allot of effort?

**It's when you use both feet selling & team building everyday that this business becomes easy and fun.**

Work full circle & go as far as you can with each appointment or contact always thinking "What is my next step with this person? Does she just need to be a happy customer or a hostess or is she someone that Mary Kay could benefit by having in our company?" If she is someone who Mary Kay could benefit by having join us, go to the next step and explore those options with her.

Remember, this is not about you or your story but how you can help create or determine the need and turn that need into a "Purpose, Passion & a Plan".

- "I have observed some things about you that I believe would make you a great consultant, I feel like I would be completely remiss if I didn't just give you some information just to see if this could be a fit for you. Can we get together for a few minutes or have coffee later today or tomorrow?"
- "You are so much fun; can you see yourself playing with Mary Kay and having a business?"
- "What would benefit your life by having this in your life?"
- "Have you ever thought about having your own business?" (or "playing with makeup on the side?"
- "Have you ever thought about doing something alongside your family and the other activities you are involved in to earn extra income?"
- "Is there something you can think of right now that you are not doing that you would like to be able to do?"
- "Are there things you would like to do for your family, a special friend or yourself, but your finances hold you back?"
- "Do you worry about college for your children, need a new car soon or want a larger house?"
- "Can you think of a trip that you would like to take?"
- "Are there places that you would love to go? Or, perhaps, you would just like to be able to afford to give your children music or dance lessons."
- "Just think about what you could do with extra income from going out 4 to 8 nights a month out of 30-31 days each month. That leaves at least 22-26 nights for other activities each month." Or "If you went out four to eight times a month to share the products, would the remaining 22-27 days and evenings give you enough time for all your other activities?"
- "Would you enjoy knowing you can make extra income by working only the times you would like to?"
- "Do you ever wish you had just a little bit more money at the end of the month?"

- “Could this be a way to keep your current activities and still find a way to add to your family budget?”

It is important that initially you **ONLY overcome objections about just hearing about this** just to see if it could fit into or make a difference in their life! Whatever objection they give you prior to having gotten information about the business, the response would sound something like: "\_\_\_\_\_, **you may be absolutely right and you may not be able to (insert their objection) but I know you are an intelligent woman who would want to look at all the possibilities before you would know for sure. So let's just have a conversation about it just to see if this could work or make a difference for you. I'll be the first one to tell you to just continue to be a happy customer if it's not a fit for you. I would also value any recommendations from you as a talent scout should this not be for you as you will have all the information about it to be able to suggest referrals.**"

It is important to take care of as much as possible while they are in front of you or if not, communicate to them what is the next step. For an example bringing guests to meetings is so wise and the perfect exposure to this business. Make sure that bringing guests does something huge for your business. Be sure to work that situation full circle by working in one of the following directions:

- Recruit—Compliment them on why they would be good and offer it. (The Starter Kit is \$100 and you could spend that a Walmart tomorrow. Why don't we go ahead and get your kit on it's way—it takes 7 days to get here and that gives you a week to get ready.)
- Follow-up—Communicate the next step. (For example, give information, tape or video and determine a definite time when you will talk again.)
- Schedule a Class.
- Get a Referral.

“You 1<sup>st</sup> have to think, talk, and act as if and then you will become.” Dale Carnegie

How far can you see right now? It's like headlights on while driving at night, you can see to a certain point but as you get closer that that point, you can then see a little further and a little further and suddenly you find yourself in a new place!