

More from Sherry Hanes ...

I do love recognizing your efforts and achievements! Those consultants who choose to submit their Weekly Accomplishment Sheets to me via Mary Kay InTouch or the Boulevard Software, will be celebrated for their achievements in our Unit Newsletter which is featured within our website, at our local meetings, in our Weekly Instant Recognition and at our Seminar Year Awards Program! I hope you will track to earn prizes and be recognized as all of those awards are in place to help you win and your business grow! I do encourage you to follow the Prize Trail.

I also encourage you to follow the Event Trail. Check our newsletter calendar and the calendar on your InTouch website for upcoming success training and events. If you are not local to me, I want to help you find success training and events to attend in your area. It has been my experience that those who show up, go up!

I want to encourage to follow the Money Trail and do those things in your business that are going to make you money today but more importantly, those things that are going to build equity in your business that you will enjoy for years to come! That would be building new customers that you can grow relationships with and develop into customers for life, who will still be purchasing products from you throughout the decades! It also means developing and building a team of women who have a personal, social or financial need that a MK business can fill for them, and who are equally women who Mary Kay needs as a part of our company! As your customers wash our products down their drain every night and reapply each morning, you will continue to be paid on the time you took initially to teach her how to apply the products on her face and helping her determine which products she really needs! Our goal is not to have customers overstocked with products that sit in their bathroom cabinets, but products they are truly using and benefitting from daily! As your personal team members build their individual businesses and begin to see the rewards from their business, they will want to continue to grow their business! Mary Kay will continue to pay you commissions every time they place an order to Mary Kay as long as you are an active consultant! You want your team members to be successful by achieving what they desire to gain from their business! It has been my experience that new consultants who work to build their business for at least one year, are usually still in their business for 10, 20, 30 years or longer because they are continuing to get paid over and over again from the work they did in previous years in developing customers and consultants on their team!

Last but not least, I want to say that I have been with Mary Kay for 30 years. I do train and mentor all those consultants who choose to be in my space or communicate with me on a regular basis! My current big goal is to build at least 20 women who I can mentor to move into a Leadership position. Would you enjoy teaching, training and mentoring other women while enjoying all the perks and income of Sales Director? If so, I would love to work with you! You may be a brand new consultant or a consultant of many years who is ready to work on a new path! If you are willing, I know I can make you capable of fulfilling a leadership role! Please do let me know if that describes you as I am now working to build a new generation of leaders for Mary Kay!

Love and belief in YOU,

Sherry Hanes