

Thanks to Julie Potts and Sharon Hale for sharing!!!

Are you in MK to make *serious money* or just *fun money* or just as a *hobby* for personal use? If you want to make fun money or serious money then you will want to keep reading.....

I'm sharing not to brag but inspire you to have the same.....
the last 6 months my Director/Recruiting Check has been about \$6000. How much time would it take to profit \$6000 a month in sales only --think about it.....\$13,000 at least in sales plus time for bagging, inventorying, delivering, holding appointments, ordering, etc! Ok, it can definitely be done but let's look at what it takes to be an effective Director---a good secretary who handles all the 'stuff' and you get to talk to women on the phone, have coffee with new friends/interviews, play make-up with other new friends/facials and classes, and then talk on the phone again.

Some of you aren't recruiting because you think that 50% is better than the 4.9,13% recruiting commission....but let me call this to your attention, again.....

an average client orders \$50 in a quarter=**\$25 profit**
a team member who is a STAR places a min \$1800 whsl=at 4% that's **\$72** for and goes up if you are a Team Leader to 9 or 13%.....

come on.....you can see the difference....\$72 is better than \$25.
So what happens and why aren't most of you recruiting????

***Don't hold the pennies so close to your eyes
that you can't see the \$100 bill in front of you!!!***

Ask your clients these three questions to get their permission to talk more about MK to themthis came from Sharon Hale and I love it....you can even ask the three questions during a reorder call, just adjust a bit.

Ask them at the end of the makeover to write these three words on the back of their profile and they are going to circle one of them.....

YES OK NO

Circle YES if you are curious about the MK business and would like more information. We could meet for coffee or I can just send some information home with you to look over.

Circle OK if you aren't interested in MK right now but you would be willing to help me with my training and do a 3-way interview with my Director and me....AND you can get any one item at half-price for helping me out.

Circle NO if you aren't interested in helping me out. You don't want to get one item at half-price and you don't want to learn anything about the Mary Kay business

Sharon has interviewed 24 clients in the last 2 months and she has recruited 6. She is only 2 active from DIQ on Aug 1st...and she'll get there. You have to have a plan that works for you and you are comfortable in doing over and over again.

Many times I have recruited women that I would have never guessed would be interested but because I went through the motions....they said yes. So here are some of the motions....

Page 1 of the Beauty Book---*tell them what you love* about the great products, great people and great opportunity. *Extend an invitation* to them to take home more information about the MK Business....have some ready to hand out on the spot....I like the Chocolate surveys with a chocolate and a tape in a cellophane gift bag.

At the end of the class be sure to send everyone home with a tape or literature of some sort. I ask everyone if they'd consider doing what I do...I think she'd be great because _____. Be excited if someone shows interest.....act

like you would really like her on your team.....most women want to be wanted! I love the YES-OK-NO questions too.

Follow-up with invitations to upcoming meetings and guest events.

All clients should attend at least one event!!!! If nothing else it bounds you two closer and she'll be a better client until she does sign, even if it's 7 years later like Crystal Solie. :) Or have her be a practice interview for your training with your Director doing a 3-way call or coffee, etc.

And lastly, remember that NO is just Not Now!!! Our lives are constantly changing and a no today could be a yes tomorrow because of a lay-off or other financial needs!!! Be sure to follow-up every 4 months or so.....ask, "so have you been dreaming pink lately?" I have had numerous say, "Funny you should ask....."

Go for the GOLD Medal !!!!! That's 5 agreements in one month!!! And see your name in the Applause!!!