you have a NEW TEAM MEMBER !!!!!!!!!

New Team Members Name		Phone
Address		
Start Date	Consultant ID	

her perfect start begins with her personal use. . . .

Do you have our new team member on the product? (Has she trashed her other brand products and replaced them with Head-To-Toe Mary Kay? _____

Have you educated her as to which products to use? _____

___ 1. Know why she started? Know her goal and dreams in Mary Kay? SHARE YOUR BELIEF IN HER!

___ 2. Set up a party for her to observe you

___ 3. Have you talked to her about how she can earn hear Pearls of Sharing?

___ 4. Stress the importance of Success Event attendance- those who show up go up!

___ 5. Explain Success Event Format, Appropriate Dress, Studio Fees, Studio party rent

___ 6. Inform her of upcoming events (career conference, seminar, retreat, brunches, special classes, etc)

___ 7. Pinned and introduced her to unit members

___ 8. Explain and schedule her Perfect and Power Start dates- be her cheerleader!

___ 9. Call her after her first meeting, training classes and first party ask her :What did you enjoy most, Learn?

___ 10. Monthly personal note of encouragement- start when she first starts and continue throughout her business.

notes _____

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