Questions to ask to find the women with “grit”. The hard workers, the leaders, the find a way, make a way ladies. This list was based on a Career Conference training and I’m sad to say that I don’t recall which NSD was sharing at the time. I’ve added several of my own and I also added the reasons why we would want women with these qualities (in bold/italics). The key to this activity is to really focus on who you will be trying to share MK information with at the close of the party or to schedule for a one-on-one interview. Even if not for them, they will know the quality of women that you are looking for to build your team.

**“I’m going to give extra tickets to those of you who fit in the following categories”… Ok, so raise your hand if you…**

* Held your first job before the age of 17…. Age 16… Age 15… Younger than 15? (Make a big deal about these women).. Hard workers. Ask what they did.. where they worked, etc. ***This will show you the women who have an incredible work ethic. May have had a rough childhood but got out there and made things happen to survive or perhaps were just young entrepreneurs.***
* Ever worked MORE than 1 job at the same time. If you worked MORE THAN 2 jobs at the same time. More than 3? (Ask where and what they do/did) ***These are your hard workers who need extra money and flexibility.***
* Ever played a team sport. Basketball, volleyball, soccer, etc. whether in school or on a rec team. ***These women are coachable and trainable.***
* Ever COACHED a team. ***These could be your future Red Jackets, DIQS, Directors and NSDs.***
* Ever OWNED your own BUSINESS before. (could be lemonade stand, jewelry biz, another direct sell company, etc.) ***Find out who your entrepreneurs are!***
* Ever participated in a competitive activity (cheerleader, dance troop, ice skater.) – ***these women put in long hours/dedicated to a mission.***
* Ever MANAGED a group of people (work, community organization, etc.) – ***these women have leadership skills.***
* Ever were part of your school’s PTA (or was a PTA President) . ***– these women know how to rally other people and to come together for the greater good.***
* Ever organized a large PARTY or EVENT (either personal or for a company) ***– these women are resourceful and are usually good delegators.***
* Ever were involved in community outreach (food banks, church ministry, etc.) ***– these women usually have a servant heart and typically live by the golden rule.***

This is just a starting point. I’m sure you can think of other categories too. Go find those women who are hardworking LEADERS!! Beth Malave – Sales Director