Rising Stars

Week 1: Mission Statement: Why doing MK, Purpose for Business  
 -What brings you Joy? What do you want to get out of Mk? And what can your business do for  
 others?  
 Vision-This is where I am going  
 -Copies of Pages from Mach 2

Discovering Others Emotional Why  
 -What brings you Joy?  
 For the Interview  
 -60 second highlighted version of yourself (Affirm Her)  
 -Have them go around while I show them how

Homework:  
 -Practice on 3 people: Husband, Friend, Someone you don’t know  
 -Write Mission Statement and Write out vision  
 -See at least 8 Faces this week

Week 2: The Interview  
 1. Did you have any more questions or were you ready to start making money with MK?  
 Answer her questions then and there  
 2. I just want to think about it…  
 -Can I ask you what you are going to think about? (Answer more questions or concerns if they   
 arise)  
 -I find that generally women are considering whether they are going to be good at it or   
 whether they will like doing it. I don’t know the answer to that and neither do you. But the   
 only way you are going to find that out is if you try. And then you won’t still be wondering at   
 65.  
 -[If the man of your dreams was standing in front of you and you knew that you had a 50%   
 chance of it not working out. (They can change personality completely!) Would you say you   
 needed to think about it or just say yes! And MK depends all on you not anyone else]  
 -Go ahead and think about it more this way Am I willing to learn the business and  
 am I willing to try?  
 -If the answer is no to either of those then I would definitely ask you not to sign up.  
 3. 12/24 hours gifts

She signs up:  
1. Lead her to immediate wins linking to her heart. Assume that when she leaves your space that  
 everyone is going to talk her out of it. Ask her what she wants to have 6-12 months from now   
 and do MK math to get her there.   
2. Give welcome packet. Meeting/Facebook/Website/Voxer Info  
  
3. Start a list of who you know and categorize it into Yes, No, and Maybe. Ask her if she feels confident making them herself. Start with a No’s. Goal to get 2 bookings  
4. Beat the Box Challenge for Money Bag  
5. Book Debut and to Observe 2 of your parties  
6. List of 28 emailed by midnight.

This is the ideal situation. If a party ends late or something happens do what you can.

Homework  
-See 8 faces  
-Hold 5 Interviews this week

Week 3: Debut and building to DIQ  
 You are now responsible to do debuts for your recruits (equipped from this class)  
 Party + a Ribbon Cutting

After Party: Invite anyone who wants to hear about the business to stay for the After Party  
Basket full of Product: Free gift for staying  
Ticket Marketing  
Goal: The point of the debut is to get her into Red (mindset), selling sets, and future bookings  
Important to recruit for them now: They see its easy, easy to move up when you go DIQ, more likely to stay with the business with team members  
  
Homework  
-Practice After Party at one of your own shows  
-See 8 faces  
-Hold 3 Interviews