

Make a list of the 30 sharpest ladies you know!

1. _____
2. _____
3. _____
4. _____
5. _____
3. _____
7. _____
3. _____
3. _____
10. _____
11. _____
12. _____
13. _____
14. _____
15. _____
16. _____
17. _____
18. _____
19. _____
20. _____
21. _____
22. _____
23. _____
24. _____
25. _____
26. _____
27. _____
28. _____
29. _____
30. _____

Script: Hi _____, this is _____. Do you have a quick minute? The reason I am calling is I am in a training program to learn more about presenting our marketing plan. My director asked me to think of the sharpest ladies I know & you were one of the first who came to mind. What I need is about 30 minutes of your time to present some Fast, Fun, Facts and to get your feedback. If you are interested, great, because we are looking for women with certain qualities, but if you are not, I know you might know someone with the qualities we are looking for. I'd love to treat you to your choice of a mascara or lip color or allowing me to practice my presentation skills with you. When could we get together? Would lunch time be better or right after work?

30/15/5

Team Building Sheet

15 out of 30 will agree

1. _____
2. _____
3. _____
4. _____
5. _____
6. _____
7. _____
8. _____
9. _____
10. _____
11. _____
12. _____
13. _____
14. _____
15. _____

Script: Out of everything you heard, what impressed you the most? Just so I know that I have answered all your questions could you tell me on a scale of 1-10 (10 being the highest) where your interest level lies in beginning a Mary Kay career. (Please don't say a 5 because it is very confusing!!)

(wait for a response & if the answer is less than a 10) "What would it take to move you to a 10?"

(If answer is low on the interest scale ask "Who came to mind while I was sharing?"

Out of 15 sharing Fast, Fun, Facts

5 people will say yes.

1. _____
2. _____
3. _____
4. _____
5. _____

At this point you have a very important decision to make. Do you want to begin car production? If yes, then all 3 team members must be active (active meaning that they have placed at least a \$200 in the last 3 months) and you & your team must do \$4000 in wholesale production. (Section #1 only). You will then be on target & you must finish the 4 month qualification period with 12 active team members & \$18,000 in wholesale production for the 4 month time period.

