

Team-Building Appointment Guide

Name	Best time to call	Phone

To understand your potential team member's goals, consider asking:

Why don't you tell me about yourself and what you like to do?

If you could change one thing about your current situation, what would it be (extra income, flexible work hours, more independence, etc.)?

What would you like to know about Mary Kay®?

To spark interest in Mary Kay®, consider sharing:

Business Opportunities

- Get one of the best product discounts in the business.
- Work full or part time based on your needs.
- Be your own boss.
- Get the education that can help you be successful.

Business Perks

- Set your own hours.
- Work at your own pace.
- Set your own goals.
- Earn rewards and recognition.

Earning Opportunities

- Gain the flexibility of a business you can work at home, online, on the go and at parties.
- Team building (sharing the opportunity and adding new team members, thus earning potential commissions and bonuses on orders placed by your personal team members)
- Leadership (becoming an Independent Sales Director and earning commissions and bonuses based on your unit production)

Help potential team members make informed decisions.

Consider asking:

Do you have any questions about starting a Mary Kay® business?

Possible responses:

- *I'm busy and don't have the time.*

"I understand. And that's where the four ways to sell can help. They offer you a lot of flexibility with your schedule. Let's take a look so you can see how they can work for you."

- *I can't afford it.*

"That's an important concern, so let me clarify a few things. The price of the Starter Kit is \$100 (plus shipping and handling, and tax) to get started. I look at it as an investment that allows you to start earning extra income. I'd also like to point out that you have the flexibility to use a credit card as well as cash or a check to order your Starter Kit."

- *I'm not the sales type.*

"That's OK. Many successful independent sales force members aren't either. You see, this business is about building relationships and helping women look and feel great. We offer them convenience and products they love, plus help them learn the best way to get the look they want."

- *I'm not sure what my husband will think.*

"I know his opinion is important to you. I find that once husbands see the benefits and understand the opportunity, they're very supportive. I'd be happy to go over them with him."