TIP001

Tips To Help Your Business



Become Recruit-Minded

Remember when you first became a Consultant and looked at everyone as though they needed skin care? Now you need to look everywhere for recruits. Ask yourself, "Does she smile? Is she pleasant? Is she a sparkler? Is she competitive?" Write down reminders for yourself to look for and ask people about considering the opportunity.

TIP002

Tips To Help Your Business



Follow the 4-Point Recruiting Plan

1. While coaching your hostess, ask her, "Who is coming today who might be interested in doing what I do? How about you?"
2. Give a heartfelt, enthusiastic talk on why you began your career at the beginning of each class.
3. Select at least 1 person at every class an doffer her your career!
4. Offer the hostess a special gift for referrals who are accepted by the Company and become Consultants.

TIP003

Tips To Help Your Business



Saving Time

If you have a full-time job, let me suggest you schedule all your classes on Saturday mornings and afternoons. Try half-face, no eyes classes. It really shows them the difference Mary Kay products make and it saves time if your guests have some other commitment and cannot stay a long time. You can say, "***At your follow up facial, we'll pick a look just for you***." Then book them for a color class. Also, because you work full-time, try just 10 classes like this for the first few months. Then as you get the hang of it, add more to your Saturday line up.

TIP004

Tips To Help Your Business



There's Gold In Your Classes!

Follow-up with everyone in the class to hear more about the opportunity, not just the one you've selected to recruit. You may be surprised at the response if you simply say ***"Who do you know who might be interested in doing what I do?"*** She may answer "Me!"

Remember to . . .

1. Give the hostess a recruiting packet
2. Send a packet home with each guest
3. Follow-up, follow-up, follow-up

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