

Pearls of Sharing Practice Interviews!

6 is the goal for each of you (these will help you to learn to identify the different personality types and how to share the appropriate information with each type)☺☺☺

3 = earn the pearls of sharing earrings

6 = bracelet

1 signing = necklace!!!!

Matching ring by allowing me to do your first (3) sets of 10 faces for you! That is 30 faces in all for you!

You feel more professional and get excited when you have your own recruit(s)! Let's blow them away this month! You deserve those recruiting commissions and they deserve this opportunity!!!!!!!!!!!!!!

Whoever calls me first with a time slot will get it! Here is an idea of **what to say when calling to schedule them yourself:**

"Hi, _____, this is _____ and I am so excited! I just started a new business with Mary Kay and I knew you would be happy for me and possibly help me with some training. I need to learn some skills to move up into management and I need your warm body and intelligent mind to give some feedback and your opinion. I already told Ruthie that you would never be interested in this, but that you were really sharp and would come up with some great questions so I will learn more. I will give you any item out of our catalog for 1/2 price for helping me. So, is there any reason why we couldn't steal you for 30 minutes over a lunch hour so that it doesn't take any extra time out of your day? Great! Would _____ day or this day work better? Great! _____ time or _____ time? great! I will call Ruthie right away to make sure it fits into her schedule. Let's go ahead and plan an alternative time just in case it doesn't.....(use the same questions above).

_____, I am going to drop off a cd for you to listen to in your car or whenever to help save time that day and that way you can come up with some great questions ahead of time! Can I just drop it by your work or home today? Great! Thank you so much! You are really going to be helping me!" (You need to purchase those CDs from me immediately after signing up...\$2 each)

Go for the week you are currently in! Don't book them 2 weeks out or they won't hold. I always suggest getting a cd to them prior to the interview (so that they can get the general info ahead of time. Tell them that so that it gives you a reason to drop off a CD for them to listen to prior to the meeting/interview).

Let them know it can take 1/2 hour to 1 hour and just how much you appreciate their help!

Who to ask:

It is important to ask them if they are currently being serviced by a Mary Kay consultant!!! You want to ask adult (18 yrs. old and above) professional, sharp, energetic, fun, good with people, women with a good work ethic that are desiring MORE in their lives! Please don't ask just any warm body to help you with this training. If you are going to take the time to do them, they might as well be good potential recruits! Right?!! Also, please don't prejudge them by thinking that they would never do this! You will surprise yourself over and over again! Just pick the sharp ones that I described above!:)

If they say that they are open after work, say:

"Is there any way you can take a quick lunch break and we can just do it then so that it doesn't take any extra time out of your day? We can even do it right there in your building!" If you have trouble coordinating a time, go ahead and just schedule a 3-way phone call time during the day, preferably, that is convenient for them or a time right after work.

Tell them that it will also help them to be good talent scouts for you!

You can do this! Call me asap with alllllll 6 of your bookings!

See you in that Red Jacket this month!

Ruthie xoxo