

To My Awesome Unit Member,

Congratulations on sponsoring your new team member! Would you like to know the secret of forming a team who will be so excited they can't stand it? You could build a team who will do their part so that you can achieve your heart's desire --- whether moving up to 4-13% commission on recruit sales, winning the next prize up in Mary Kay's Star Consultant Program, earning a Mary Kay car, or qualifying for Directorship. The secret is a relationship of service. Help your new team member get off to a Powerful Perfect Start. The suggestions below are important steps that will help your recruit achieve her heart's desire and tie her to you in return. Use it as a checklist with each recruit!

*Be prepared to pin your new associate at the next success meeting. If you do not have a pin for her, you may purchase extras on your next order.

*Help her as needed, but be selective with the time you give to her . . . as she needs to stand on her own two feet and be an Independent Mary Kay Consultant! Be sure she gives you a list of her first 5 classes so you can give them a quick call and thank them for booking a class with your new team member.

*Ask your new team member to mark her calendar the first thirteen unit meetings . . . be sure she does it . . . and do whatever you can to be sure she's there with her guests as well. Set a good example with your own consistent attendance. Pick her up. Introduce her to others. Help her to feel like part of the group. Be sure to stress professional attire so she doesn't arrive at her first meeting in pants! Answer her questions. Offer her encouragement when it's needed.

*Wear your black and white attire (a black skirt, black hose, white blouse, and black shoes) each and every week at our Success meetings.

*Ask her to make two lists: one of the possible skin care class hostesses; the other of prospective recruits. If she's new in the area, give her booking ideas and tips on where to find prospects. Please be sure I receive a copy of her lists also.

*Be sure she has arranged to view a couple of Skin Care Classes. Invite her to observe you in action. Discuss what she's learned.

*Encourage her to complete her Perfect Start or her Power Start . . . whichever is her goal. Help her to stand on her own - - - don't lend her merchandise. You'll both learn this way. Teach her right and she'll teach her recruits the same way you taught her.

*Show her how to complete her first weekly summary sheet. (Don't forget to do yours!)

*Be sure she comes to me for help with her second order. So I can check it over . . . and no commissions are lost for her.

*Encourage her to recruit right away so she can start earning her own commission checks.

*Encourage her to be a Star Consultant in her first quarter so that she'll be off to a great start!

*ALWAYS be positive! Please call me if your new recruit needs help in any area of her business, including attitude. By recruiting, you took a GIANT step forward in our business. If you follow my suggestions above, you will go even further. Call me immediately if you have any questions with any of the above information. Please remember that I'm available to help you. Use me so that we all can make the greatest progress in our Mary Kay careers.

Your new team member has probably already received her new consultant packet from me with all the details of making the most of her business. Your follow-up and involvement is important to her success! So you can coach your new team member to her fullest potential, I've enclosed a checklist that was included in your team members New Consultant Packet. *We are Rising High Making Dreams Come True! Congratulations!*

Love and Success,

Your Name
Phone Number