

Make a list of the 30 nicest people you know!

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

Script: I was challenged to think of one of the nicest people I know & you were one of the first who came to my mind. I'd love to treat you to your choice of a blusher or lip color for allowing me to share the marketing plan with you & giving me your opinion or recommendation?

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: 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 lies in beginning a career with Mary Kay.

(wait for a response & if the answer is less than a 10) "What can I do to do to bring your answer to a 10."

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

Out of 15 marketing presentations 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 5 people must be active (active meaning that they have placed at least a \$200 in the last 3 months) 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.