

NAME OF CONSULTANT

**LEADERSHIP INTENDERS**  
SHARING THE OPPORTUNITY  
Private Marketing Event  
March 1-March 31  
**“HOW TO”**



**MORE SUCCESS**

Sometimes you just need a “leg up”... right? Well this fun quick burst of SHARING will LIFT you UP into a much much higher position! Could you get excited about that? ARE U Ready Right Now? Great. Follow these instructions and Talk with your Director DAILY during these 20 days. Txting is also fine.. So you and She can Maximize this experience to your benefit. First lets get the benefits of jumping into this program and finishing it with victory.




- A. More bookings**
- B. More sales**
- C. More experience**
- D. More confidence**
- E. More team members**
- F. More fun as you give the winning name a great gift.**
- G. More cash bonuses from duplicating yourself.**
- H. More POSITION– Future Director, DIQ, On Target Car?**
- I. More Success right now.. No waiting. Ahhh that sounds great.**



- ⇒ **Step 1** Decide which is your target gift to give to those who are participating in your personal marketing project– This will determine both the number of sharing participants you need as well as the position you will achieve as a result. Decide RIGHT NOW that you will be a FINISHER of this project at one of the levels.
- ⇒ **Step 2**– Understand the process! U will be in charge of coordinating when your prospect is going to listen and when she will be doing the survey with your Director. Similar to coaching a hostess right? If they don’t follow the directions you can’t give them credit and you won’t get the recruiting ratio you want and need.
- ⇒ **Step 3**– Get clear on the small gift YOU will give each participant depending on her choice. I would do eyeshadow for listening to a recording + doing a survey with you. A \$10 item for a group session. And a \$15 item for a one on one with your Director. It’s up to you. Use what you have on hand.
- ⇒ **Step 4** Give your goal to your Director. Make it Public.. Put some positive pressure on yourself. Without the positive pressure you can easily settle and slide back to ?..yuk right?
- ⇒ **Step 5**–Get your conversations clear in your mind. You will want a conversation to use at your parties and individual facials. You will also want a phone conversation for contacting and enrolling participants in this project. Think outside the town/state you live in.
- ⇒ **Step 6**–Get yourself psyched up about this and support your focus in many ways. Write down your goal everywhere. Make up a new affirmation just for this project. “ I am lifting myself up to a new position right now because **I'm READY RIGHT NOW** be a Director.. Etc”
- ⇒ **Step 7**– You will get a gift for being a Finisher of this project. At every level there is a reward for you. Stay the course, don’t give up, don’t give in. Be a Starter and Finisher!



**“I’d rather be exhausted in victory then rested in defeat” EXHILARATION!!!!**

Name and CELL #	Date and method ie "recording+ survey, group with Dir, phone 1 on 1 or phone group"	Yes Or no?	Name and CELL #	Date and method ie "recording+ survey, group with Dir, phone 1 on 1 or phone group"	Yes or no?
1			21		
2			22		
3			23		
4			24		
5			25		
6			26		
7			27		
8			28		
9			29		
10			<b>30</b>		
11			31		
12			32		
13			33		
14			34		
15			35		
16			36		
17			37		
18			38		
19			39		
<b>20</b> 			<b>40</b>		



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**SHARING THE OPPORTUNITY**  
 Private Marketing Event  
 March 1 2013  
**SURVEY For Directors to USE**

**CONSULTANT..** Be sure to inform your "listener" that after hearing the recording they need to go over survey questions with your mentor in order for you to have her listed on your count for the GIFT! Remind them they are not obligated in any way. "This is just information"

Name _____ Name of Consultant _____
Date you Listened to Career Information? _____
Name of Person On Recording who Shared Career Information _____
Password at the end of the recording _____

**SURVEY**

1. Thank you for participating.. Do you know the goal of your consultant in this project? ( 20, 30 or 40? That she is moving into a top leadership position? ) \_\_\_\_\_
2. Tell me about yourself... you know what you do and why you love it? \_\_\_\_\_  
 \_\_\_\_\_( which DISC is she? ) \_\_\_\_\_
3. What impressed or surprised you the most about the New Mary Kay Business Opportunity? \_\_\_\_\_
4. How confident do you think the speaker was about her financial future and why? \_\_\_\_\_
5. If Time and Money were not an issue What would you envision your life to be like 1 year from now? You know like any big dreams tucked away or passions you'd love to pursue?
6. If I only had 5 minutes to tell you the details of how we make our money or other facts about this business, what would you want to know.?

**Offer the opportunity to go over the income package right now.. Just a few more minutes and that would give her a complete understanding of exactly how we earn income.**

7. Did you know the starter kit was just \$100 and that you receive \$410 in product and that just for this private event all new consultants get a \$50 product bonus from (susan's ) mentor" something valuable to new consultants that does not come in kit!?? \_\_\_\_\_
8. If you were to open a Mary Kay business, what qualities do you have that would help you be successful? \_\_\_\_\_
9. With the proper training do you feel like you could learn this business? \_\_\_\_\_
10. Are you at a time in your life where you'd love to make a change for the better?  
 \_\_\_\_\_
11. Well then tell me (name) is there any reason why you wouldn't want to go ahead and submit the paperwork to the company for approval, I think you'd be great. (soft on the great). 1 12. Close with next step ( orientation plan, income package if not done? Another recording? A final decision with in 24 hrs? with another gift?