

Do's and Don't of Team Building

A Great reminder sheet to read occasionally to help you stay fresh.

Do Not

Do

1	Ignore Your Image	Always seek ways to polish your Physical image Professional image People skills Personal Growth– spiritual growth
2	Buck the system	Use a proven system/plan that your Director specifically teaching you for sharing the opportunity and getting them with your Director.
3	Pre-Select or use your own judgement in predetermining who would or would not say yes to hearing about opportunity or actually starting MK.	Follow your system/plan that your Director teaches and recommends. Utilizing the Numbers Game to be confident in <u>how many you will recruit as opposed to who you will recruit.</u>
4	Swing your focus from sales to recruiting and then back again from recruiting to sales	Follow the plan. You will not have consistent results if you are a “swinger”.. Opening yourself up to false data then getting discouraged.
5	Try to convince someone she would be good or convince her she should try Mary Kay.	Convincing and persuading comes across as “salesy” and “needy”.. While you may be right in your assessment of her ability, you will loose her using this method. Stick to your interview guide and PRACTICED objection responses. 3 strikes you are OUT!

Don'ts

Do's

- 6 ... begin to share the company information unless you have time to finish it with a close.
 - 7 ...pick up guests for mk event and talk about MK opportunity all the way there and back.
 - 8 ...assume she is a “NO” just because she has some objections. And shut down the process.
 - 9 ...wait too long to get a final answer.
 - 10 ...accidently get in the way of your new consultants first steps. By being your new team members first call to get answers to questions.
- Be clear with how much time you need with her. Giving yourself time to do a stellar job following your interview guide sheet from your Director.
- Keep the conversation about her. Taking time to develop your relationship and get to know more about her life kids. Avoid answering questions on way home.
- Objections are normal and expected 100% of the time. Learn how to respond and then say, ok now is there any other reason why you wouldn't want to go ahead and get started. 3 time then out and give next step (sleep on it)
- Follow your plan.. She listens to the cd you gave her. Review the literature, pray and sleep on it.. And give an answer within 24-48hr from sharing appointment.
- Know that the Director has a plan that is proven to be the most successful in getting new consultants up and running. Encourage your consultants to stay very connected to director.

