

# Earn Your Pearls of Sharing Set



Share Mary Kay Company Facts with 3 Women and Win Your Pearls of Sharing Earrings



Share Mary Kay Company Facts with 6 Women and Win Your Pearls of Sharing Bracelet



Add your first new Qualified Team Member and earn your Pearls of Sharing Necklace.



<b>Your Name:</b> _____	<b>Phone:</b> _____
<b>Address:</b> _____	<b>City/State/Zip:</b> _____
<b>Consultant's Name:</b> _____	<b>Phone:</b> _____
<b>Director's Name:</b> _____	<b>Interview Date:</b> _____
<b>TODAY'S AGENDA:</b> I'll ask for information about YOU I'll share some information about ME I'll cover some Mary Kay FACTS I'll answer any QUESTIONS that you have I'll get your DECISION regarding whether or not Mary Kay is something for you	
<b>Agreement Date:</b> _____	

1). Tell me a little bit about yourself. \_\_\_\_\_  
 \_\_\_\_\_  
 \_\_\_\_\_

2). Let me tell you a little bit about me: *Why I started my Mary Kay business*  
*What I love most about my Mary Kay business*  
*Why I stay with Mary Kay*

3). Now, I'll share some FACTS about Mary Kay *(whatever you usually share)*  
*Avenues of Income sheet or Mary Kay's recruiting notebook are great resources*

4). What questions can I answer for you?

5). What did you hear that surprised or impressed you? \_\_\_\_\_

On a scale of 1—10, how would you best describe your interest level? \_\_\_\_\_  
*1— you're not interested. 10 — you want to give it a try (no 5's please).*

What would it take to move your from \_\_\_\_\_ to a 10? \_\_\_\_\_

**Call or email your Director with your prospect's Name, Number & Interest Level within 24 hours.** She'll contact your prospect to thank her and answer any additional questions. Turn in a copy of this form to your Director immediately.

# There is Power in Pearls

I cannot wait to present you your set of Pearls! As a brand new consultant, part of your training is to listen to your director present the marketing plan to women you know. This way, when you are ready to move up, you'll know exactly what to say and how to do it.

*Almost everyone in our Unit earns their set of Pearls within their first 30 days and I don't want you to be left out.*



Share Mary Kay Company Facts with 3 Women and Win Your Pearls of Sharing Earrings



Share Mary Kay Company Facts with 6 Women and Win Your Pearls of Sharing Bracelet



Add your first new Qualified Team Member and earn your Pearls of Sharing Necklace.

## WIN EARRINGS: Three interviews

Prospect Name	Number	Interview Date	Interest Level
1.			
2.			
3.			

## WIN BRACELET: After the next three interviews !

Prospect Name	Number	Interview Date	Interest Level
1.			
2.			
3.			

## WIN NECKLACE: Add one New Qualified Team Member within your first 30 days!

<b>New Team Members:</b> _____	<b>Date:</b> _____
<b>Name:</b> _____	<b>Phone#</b> _____
<b>Address:</b> _____	