



THE TEN COMMANDMENTS OF A SUCCESSFUL RECRUITER

1. **ALWAYS LEAD BY EXAMPLE!** If she sees you consistently conducting business (whether it's 5 or 25 hours a week,) she will do the same. Let her see the Mary Kay "Image" in you!
 2. **ATTEND ALL UNIT MEETINGS!** See that your recruit is there with you. It's the most important place for both of you to be!
 3. **CALL OR WRITE TO HER DAILY FOR THE FIRST 3 - 4 WEEKS!** Make your calls or notes short but let her know you're there!
 4. **KEEP A FRIENDLY BUSINESS RELATIONSHIP!** Until your new recruit is firmly established, you will be more helpful as her teacher rather than her close friend!
 5. **ALWAYS TALK ABOUT PROFIT LEVEL!** Unless your new recruit has started with a profit level order, you must encourage her to reach it A.S.A.P. Teach her not to embezzle!
 6. **ALWAYS LET HER LEARN WHILE YOU EARN!** Spending hours on the phone or at your kitchen table means neither of you are earning. Take her on your shows, classes, spend time with her at the meetings. You'll both benefit more!
 7. **KEEP A 100% POSITIVE ATTITUDE!** Don't dump on her and don't allow her to dump on you. Our job is to build confidence - refuse to voice or listen to negativity!
 8. **CALL YOUR DIRECTOR!** If you feel unable to answer a question or handle a problem of any kind, please call me A.S.A.P. Be sure to share your crow's & ideas with me too!
 9. **HELP HER SPONSOR HER FIRST RECRUIT!** She will love you for it and it will make her a solid Consultant!
 10. **JUST AS YOU WOULD NEVER TAKE CREDIT FOR HER SUCCESSES, NEVER TAKE RESPONSIBILITY FOR HER FAILURES!** You can love her and teach her - SHE MUST DO IT FOR HERSELF!
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