

Pacesetters Class



Lesson 2



Pacesetters Lesson 2 – Team Building

Hi! And welcome to the second week of our Pacesetters program.

As we go along, notice that we you will build on what you learned the previous weeks. You will soon find yourself filling every item on your My Progress sheet consistently! In particular, we'll most definitely continue to BOOK as we add other Mary Kay skills to our storehouse of knowledge!

The Yellow Brick Road of Team Building

One of the most exciting and rewarding areas of our business is sponsoring new Consultants into our Company. Of course, this is one of the keys to success! However, you'll find that the real reward of team building is to see the personal growth of your team members! You truly feel (and you should) that you have contributed significantly in making life better and thereby helping to make this a better world. As an extra bonus, you'll earn a team-building prize, earn those 4%, 9% AND 13% commission checks, move up the ladder from Star Recruiter to Team Leader to Future Sales Director to DIQ to Sales Director! All in all, you'll become of more professional Consultant!

Now, you are probably thinking that there are several things keeping your from building your team. First, you don't know how to start. Well, you can quit worrying about that. This lesson will help answer your question. Second, your team member might just get a couple of your customers. We all felt that way once, too, but it is so incorrect. She will be helping your spread the word MARY KAY! The more people we have talking about our product, the more interest created and the more willing women are to attend a class. We all know that once they try our fantastic products, they love them! So, let's get started on the yellow brick road to Team Building!

1. Take out your profiles or your customer files and get a blank sheet of paper and a pen. Now, make a list of every customer who doesn't have a good reason for NOT being a Consultant. Full-time jobs don't count. Some of our TOP CONSULTANTS do have full-time jobs. Children aren't a reason. Some Consultants have 10! People with these "excuses" or "reasons" merely lack the self-confidence to know that a Mary Kay career can fit nicely into their current lifestyle. For most, it's a matter of setting priorities and time management, and these skills can be learned. Think about it . . . you've got people all around you who could be your next team members!
2. Now make a second list of personal acquaintances, friends and relatives. You have so much to give them. Be sure you don't slight somebody by

leaving them out! Here's a suggestion. Make a list of 20 out-of-town contacts and 20 in-town contacts.

3. The real key is to MAKE THE CONTACT! Call everyone on the list. Tell them about this special Pacesetters program and that part of your assignment is to tell 5 people about the Mary Kay opportunity this week. Ask them if they'd be willing to let you talk to them for a few minutes to help you complete the assignment. I'm sure they'll be delighted to help.

Where to Look for Team Members

Want to know where you can look for new team members? Try this!

1. List five of the most important things Mary Kay has given you:

2. Name someone who needs:

Extra money _____

Motivation _____

Friends _____

Self-confidence _____

Improved self-image _____

3. Name someone who likes:

People _____

Excitement _____

Travel _____

Glamour and elegance _____

New clothes _____

4. Name someone you know is:

Enthusiastic _____

Bored _____

Active in volunteer work _____

Lonely _____

Always shopping, having coffee with friends, etc. _____

You now have before you a list of 15 prospective team members. Each of them has a need that you and Mary Kay can fill. Contact each of them to get their opinion of the Mary Kay opportunity right away!

Pacesetters Assignment for Lesson 2

1. Study the team-building section in the “Working Your Business” section of *Career Essentials* found on the LearnMK™ Web site, key word: *career essentials*.

2. Set up at least five team-building interviews with existing clients to be held next week with your Sales Director, if she is local to you.

Name

Date

If you are not local to your Sales Director, send her the names, addresses and the dates of your interviews.

3. Talk to 10 new people a day every day this week for booking prospects. Note the number of attempts made:

___ Mon ___ Tues ___ Wed ___ Thurs ___ Fri ___ Sat

4. Book at least three group-selling appointments.

Hostess

Date

5. Submit all of the following to me by the week’s end:

- This week’s Weekly Accomplishment Sheet
- Next week’s Weekly Plan Sheet
- Your completed *My Progress* sheet
- Your completed Assignment sheet

Award yourself 250 bonus points when ALL 5 assignments are completed. Be sure these points are reflected on this week’s My Progress sheet.



Signature