

# EARN YOUR PEARLS OF SHARING!

I cannot wait to present **YOU** your 'set' of Pearls! As a brand new Consultant, part of your training is to listen to me present the marketing to women in your community. This way when you are ready to move up, you'll know exactly what to do 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!** \*Go back to your 30 Prospects ~ A Great Start list and put a STAR by those that you think would be great doing what we do!



## EARRINGS: 3 INTERVIEWS WITHIN FIRST 30 DAYS!

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

## BRACELET: 3 ADDITIONAL INTERVIEWS IN THOSE 30 DAYS!

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

## NECKLACE: ADD 1 NEW TEAM MEMBER FROM THIS ACTIVITY!

|              |            |
|--------------|------------|
| Name:        | Date:      |
| Address:     | City:      |
| State / Zip: | # / Email: |

## TIPS I LEARNED FROM LISTENING TO THE INTERVIEWS:

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# TIPS & TOOLS TO EARN YOUR PEARLS!

## *What is an “interview”?*

An interview is about a 30-40 minute 3-way phone call where you and I along with your prospective team member will chat about our Career Opportunity. \*I will call you and then her, so neither of you are paying long distance. (We can also do these in person.)



## *What takes place during an “interview”?*

You can expect the following things to take place: 1) I will spend some time thanking her for helping out with your training & giving us her opinion on our company. 2) I will ask her a little bit about her, I'll fill her in on me and my journey with Mary Kay. 3) I'll ask you to tell her why you got started and what you are most excited about. 4) Then we'll chat about the company facts and what most likely appealed to you when you got started. 5) Lastly to close I'll ask her if she has any questions, what her opinion is, and thank her once again for helping out with your training! \*You can count on it to be casual, fun, and upbeat with no obligation.

## *What's the advantage?*

Most of the time those that are around you on an often basis, don't understand “why” you are so excited and “all up in it”. This 30-40 minute call will help them understand why you are excited about your new business and give them information about our company in case they could ever see themselves as a Beauty Consultant or in case they know of someone that could. Most of the time women aren't aware of what Mary Kay has to offer, and so after listening it is quite possible that one or more of the 6 that listen during your pearl challenge may join your team!

## *What do you say on the phone when asking them to listen?*

“Hi \_\_\_\_ this is \_\_\_\_! How are you? Great! Did I catch you at an O.K. time? I just had to call you, I am so excited! I know you know that I just started my very own business with Mary Kay, and the second step of my training is to listen to my Director share our career information with 3 sharp women this week! By listening to her – It will help me learn the appropriate way to also share our career information! I wanted to ask you, because I really respect you and I value your opinion! \_\_\_\_, I know you would probably never be interested in “doing” Mary Kay, and that's ok! By listening, you would just be helping me complete the second step of my training! I'll give you send you a special gift if we can get a 30-40 minute phone appointment set up this week? When is a good time for you? (Set time and date within 48 hours!!!)

*Looking Forward To Seeing You Earn Your “Pearls of Sharing”!*