



CLAIM YOUR PRIZE!

When you complete 3 Sharing Appointments!

To Earn the Pearls of Sharing Earrings: You will set up and hold sharing appointments with **3** of your friends, family, clients, etc, to hear the marketing plan. These will be done with your Director, either in person, or by 3-way calling, so you can learn how we share the company facts and benefits. Contact your Director to discuss your list of people and to make convenient arrangements for the appointments. The listener must be at least 18 years of age!

Name	Date of Sharing Appointment:



CLAIM YOUR PRIZE!

When you complete 6 Sharing Appointments!

To Earn the Pearls of Sharing Bracelet: You will set up appointments with **3 more** people. These will be done with your Director, either in person, or by 3-way calling, so you can learn how we share the company facts and benefits. Contact your Director to discuss your list of people and to make convenient arrangements for the appointments. The listener must be at least 18 years of age!

Name	Date of Sharing Appointment:



To Earn the Pearls of Sharing Necklace: Add **ONE** Team Member to your team in the month (agreements only) and earn the beautiful Pearls of Sharing necklace.

New Team Member Name: _____

How to ask for the appointment: "Hi, _____, this is _____. Do you have a quick minute? Great! I am soooo excited! I just started with Mary Kay (or I'm in leadership development with Mary Kay) and part of my training is to learn how to explain how our business works! This week I need 3 friends to help me with this part of my training. Would you help me? All you need to do is listen on the phone for about 20-25 minutes, while my director, _____, teaches me how to share the company facts. You'll be answering the questions and interacting with my director as if you were interested in becoming a consultant, even though this is just for practice. Would that be ok? What are a couple time slots that would work best for you this week that we could do a 3-way call? Ok great. Let me call my Director and get back to you on which of these times will also work for her. Thank you!"

Pretty in Pearls! Tracking Sheet!

Name	Date Seen	Phone #	Interview Date	Interest Level	Sent Email Agreement
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