

## Simple Tips for your Pearl of Sharing Career Surveys

As a new consultant you will want to focus on your Pearls of Sharing training. You will need to provide Mandy with the names of 10 sharp women to help you with your training. Mandy will be conducting career surveys with these women. This will either be done over the phone or in person. This is a great learning session for you. It is your responsibility to take notes so you will feel comfortable doing surveys on your own. After 10 you may earn your wings to fly!! Basic Guidelines for the appointment: 1. Please provide your director with the name and phone number so we can confirm the appointments (especially if they are in person) 2. Your director will be conducting the appointment at first 3. Your director will cue you when it is appropriate for you to respond 4. Please plan to take many notes so you will be able to review them afterwards.

**Follow Script:** Use this script for BEST results if calling, you'll always get the BEST results by calling:

I have the privilege of being mentored and trained by my Director Mandy and I'm learning how to answer questions that people might ask about our company. I'd love your opinion. She asked me to think of the (kindest) (sharpest) (most helpful) woman I know and \_\_\_\_ I immediately thought of you! Would you be available to do a Career Survey on the phone or over a quick cup of coffee for about 30 min on \_\_\_\_ at \_\_\_\_?

Or

Send this Text script to a minimum of the 25 most influential people you know:

Hey \_\_\_\_ I need ur help! I'm so excited! I just started my own business w/ Mary Kay. Part of my training is to have 25 women watch this video and give my director their opinion of it within 24-48hrs. For watching u get in a drawing for a FREE COACH purse and I will earn a pearl jewelry set. The video is so fun and only 15 min long: (Have Jen text you the link to the video then send to her) My director and I can follow up today or tomorrow, what's better. (then book her for a time)

\*Then give her a layering piece. She can check out yours or my website ([www.marykay.com/awengerd](http://www.marykay.com/awengerd)) for company info. OR visit ([www.royamattis.com](http://www.royamattis.com)) to watch a quick 5 min video about Roya. Pick the

RECORDING or Send her the Video link she may best relate to for her feedback and have her listen or watch before we follow up.

There's a Second page with 20 Minute Recording Options!!!

20 Minute recordings to share the Stories and Facts of Mary Kay:

Dacia Wiegandt 641-297-4900 5849# late 20s moved fast has 2 small sons now.

Auri Hatheway 30s, was an actuary (very mathematical), grew up poor and made her way, has a 3 year old daughter 212-990-6304 OR Spanish Numero: 641-715-3800 Codigo: 73121

Tanya King-Lee 641-715-3900 12076# African American, low key, was a registered nurse 6 yrs, twin toddler boys, needed flexibility and financial freedom, not very girly

Gillian Ortega 212-461-2856 immigrated to country, was a nanny when started.

Kim McClure 212-461-2522 7 time MILLION \$ Sales Director

30 Minutes but totally worth it! FOR PASSIONATE WOMAN!!

Jamie Vriniros Cruz - 559-726-1399, access code 580373 – Single mom 3 kids, left corporate!