

TEAM BUILDING DIALOUGE



It is important that you get your prospective team member interested in the appointment, not in becoming a consultant. They have no idea that they want to be a consultant until they hear the details!

Make a list of 25 people and use either Dialogue below

I have decided to move up into leadership in my Mary Kay business, and I'm very excited about it! One step in moving up is to select 5 women who love the product (or are outgoing, professional, etc.) and share the information about the career opportunity with them. I immediately thought of you! You may or may not be interested in Mary Kay and that's OK. I would love to share the facts of our company with you and gain your opinion. Plus – you will be entered to win _____ just for listening and sharing your opinion with me! Is there any reason why you could not help me out? Which would you prefer to do....be a model on Thursday evening and receive a Makeover, than hear about the company....OR meet for coffee and sit one on one for about 25-30 minutes??

Hi _____, this is _____ with Mary Kay. Do you have a quick minute? Great! I'm calling to ask for your help with a special project for my Mary Kay business. I am so excited about what is happening in Mary Kay and about my goal to earn a car / be a Director. Part of my training is to complete 10 practice interviews in the next 2 weeks (*with my Director – if you still want help doing the interviews*). You may or may not be interested in Mary Kay and that's OK. I would love to share the facts of our company with you and gain your opinion. Plus – you will be entered to win _____ just for listening and sharing your opinion with me! Is there any reason why you could not give me 25-30 minutes of your time to help me with this? Great & Thanks for helping me to meet my challenge!!!! Which would you prefer to do....be a model on Thursday evening and receive a Makeover, than hear about the company....OR meet for coffee and sit one on one for about 25-30 minutes??