

Team Building Tips!

"Make This Your Month To Move Up!"

Personal Team Building Strategy

Building a Mary Kay Team of motivated and focused women can be one of the most rewarding parts of a MK business both personally and financially. There is nothing more rewarding than inviting someone to your team who decides to build her own business and realize her own financial dreamsall because you invited her! Helping others build a financial future for their family can be a "paycheck of the heart" AND a paycheck for **P.M.S. (Pamper Me Silly) Fund**.

You can build your **P.M.S Fund** by adding New Team Members each month. In order to consistently add New Team Members to your team you must master the following two steps:

Step 1 - Share MK Career Opportunity Information using one of the strategies listed below.

Step 2 - Ask her to be part of your team!

Select your 1-2 Strategies this week to share MK Info

- **Guest at Event** - Even though the Director at the Event will share info with your Guest regarding the Career opportunity, it is your responsibility to follow up and ask her to be part of the team.
- **Recruiting Hotline** - Hotline call info can be found on the home page of www.moledaonline.com. Be sure to contact your Director immediately following the presentation so she can do follow up.
- **Recruiting Notebook Presentation** - The Recruiting Notebook can be found under the Education Link in the Team Building Section of www.moledaonline.com. Remember that this presentation style is only effective if you ask her to be a part of your team at the end of the presentation.

Regardless of the Strategy selected, be sure to log in your information regarding all interview and potential team member info in the "Director Follow Up" section located on the home page of www.moledaonline.com. Notify your Director that you have submitted the info so that she can follow up to help you build your team.

Remember that the number of team members that you have on your team will determine the percentage of commission earned each month....so the goal is to have A LOT of MK consultants on your team!

LOTS OF MK TEAM MEMBERS = LOTS OF P.M.S. MONEY FOR YOU!

For those of you who truly embrace the importance of building your team with the same level of urgency as building your customers/sales, you will enjoy not only LARGER commission checks but also enjoy the perks of moving up the Career Ladder in Mary Kay!





MARY KAY

See how **Women Like You** can turn their dreams into success.



Money
& Rewards



The Opportunity

Career Path at a Glance:

- ★ **1 - Senior Consultant** - %4 Commission on personal team
- ★ **3 - Star Team Builder** - (Red Jacket) 4% Commissions on your Personal Team plus \$50 CASH Bonus on each New Qualified Team Member.
- ★ **5 - Team Leader** - (Red Jacket) 9-13% Commission on Personal Team plus \$50 CASH Bonus on each New Qualified Team Member. May also go "On Target" for Car!
- ★ **8 - Future Director** - (Red Jacket) 9-13% Commission on Personal Team plus \$50 Cash Bonus on each New Qualified Team Member.
- ★ **10 - DIQ Qualification** - (Red Jacket) 10 Active Team Members and achieving Star Consultant status during the current or previous quarter will allow you to submit a request to MK to begin the Director in Qualification (DIQ) process.
- ★★ **24- Director** - Earn up to 26% on Personal Team and 13% on Unit. \$100 Cash Bonus on each New Qualified Personal Team Members. Additional Monthly Bonuses available. (Additional Qualification must be met).

★ = Active Team Members

★★ = Includes Personal and Unit Active Team Members

For more information go to www.marykayintouch.com. Look up the "Advance Brochure" for complete details regarding the Mary Kay Career Path.