

## Tips to be a Successful Recruiter!

- 1. ALWAYS LEAD BY EXAMPLE** - If she sees you consistently conducting business (whether 5 or 25 hours a week), she will do the same.
- 2. ATTEND ALL UNIT MEETINGS** - See that your recruit is there with you. It's the most important place for both of you to be.
- 3. CALL OR TEXT TO HER DAILY FOR THE FIRST 3-4 WEEKS** - Make your calls or notes short, but let her know you're there.
- 4. KEEP A FRIENDLY BUSINESS RELATIONSHIP** - Until your new recruit is firmly established, you will be more helpful as her teacher rather than her close friend.
- 5. ALWAYS SUGGEST TALKING TO YOUR DIRECTOR ABOUT INVENTORY** - Unless your new recruit has started with a Profit Level Order, you must encourage her to speak to me ASAP.
- 6. ALWAYS LET HER LEARN WHILE YOU EARN** - Spending hours on the phone or at your kitchen table means neither of you are earning. Take her on your shows and spend time with her at the meetings. You'll both benefit more.
- 7. KEEP 100% POSITIVE ATTITUDE** - Don't dump on her and don't allow her to dump on you. Our job is to build confidence - not shake it. REFUSE to voice or listen to negativity.
- 8. CALL YOUR DIRECTOR** - If you feel unable to answer a question or handle a problem of any kind, please call me ASAP. Be sure to share your achievements and ideas with me too.
- 9. HELP SPONSOR HER FIRST RECRUIT** - She will love you for it and it will make her a solid consultant.
- 10. JUST AS YOU WOULD NEVER TAKE CREDIT FOR HER SUCCESSES, NEVER TAKE RESPONSIBILITY FOR HER FAILURE** - You can love her and teach her, but SHE MUST DO IT HERSELF.

# The Recruiter's Checklist

Senior Consultant

New Recruit's Name \_\_\_\_\_ Phone # \_\_\_\_\_

Address: \_\_\_\_\_

## *Her Perfect Start Begins With Her Personal Use*

**Do You Have Your New Recruit On The Product!** Has she trashed her other brand products and replaced them with Head-To-Toe Mary Kay? \_\_\_\_\_

**Have you educated her** as to which products to use? \_\_\_\_\_

- \_\_\_ 1. Know why she came in? Know her goal and dreams in Mary Kay? Share your belief in her!
- \_\_\_ 2. Told her when New Consultant Training is scheduled.
- \_\_\_ 3. Set up a Skin Care Class observation for her (minimum 1 with you).
- \_\_\_ 4. Told her about Pearl Enhancer - "You probably already know who your first recruit is, someone sharp like you who you'd enjoy going through your training with."
- \_\_\_ 5. Stressed the importance of Meeting attendance and initial trainings.
- \_\_\_ 6. Explained monthly meeting format, appropriate dress, cost of meeting room.
- \_\_\_ 7. Informed her of current upcoming events (brunch, conferences, special classes, Seminar).
- \_\_\_ 8. Pinned and introduced her to unit members. (Publicly and one on one).
- \_\_\_ 9. Perfect/Power Start dates - keep confirming. Brainstorm leads if necessary.
- \_\_\_ 10. Call her after her first meeting, training classes, and first skin care class, "What did you enjoy most, learn?"
- \_\_\_ 11. Personalized note of encouragement.
- \_\_\_ 12. Answer her questions.

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