

Roxy's suggestions for Recruiting Notebook:

Put it with your Model Portfolio that is your TOOL for new bookings!) Take 15 minutes and get it together, and it will become a great tool. Make a tab at the back of the portfolio, that says 'Career Opportunity'. This keeps you from having TWO notebooks, and it will help you work full circle. As you conduct facials/parties, you can always ask if they have 15 minutes to hear about the career opportunity with Mary Kay, for example \$13.00 off their product order, or offer a free eye shadow! This can be done at the close of your parties, easy!

Slide the pages into the page protectors in this order: (Bold indicates, extras to add).

Page one, "Imagine the Possibilities" front to back in page protector, with back side "Our agenda for the day".

next sleeve, has page 3 "tell me a little about yourself" **and on the back side of that sheet, you gather some personal pictures of YOU and your Mary Kay buddies.** Pics of career conference, your team, you and your director, a prize....have fun with this page, as it will be opposite, of the page, that says

"A little about Me and My Mary Kay Career". Go ahead and fill in the blanks here! On the back side of that page, put a copy of the "**Awards Keep Coming**". This page now faces the next page of

"Our Incredible Company". This page talks in bullet points about Major facts on the company. I like the "Awards Keep Coming" as a reference, of CURRENT awards our company is earning. On the back page of this, is a great **place to post some of your 'favorite things'** about Mary Kay if you choose, (prizes you have won, perks you have experienced) as the following page is now

"Reasons Why Women Join Mary Kay. **The back side of this needs to be any commission check you have earned from the company, or a sample of a recent accomplishment sheet,** verifying your sales activity. While that page is displayed, the next page is in full view,

"Avenues of Income with Mary Kay". **On the back side of that, again, another accomplishment sheet, or commission statement.** These are helpful when a prospect asks the awkward question of 'how much are you making in Mary Kay'. A great place to step into your power, and show them a couple of real examples of what you have made. This is much better, than giving all your reasons 'why' you have not made much yet, or that you are hoping to, or that when you work you make money. Give them some evidence! I also add a **picture of the "Career Car Program New Models of Cars"**. You can get this flier on Intouch under the Car Program. On the back side of this page, you add the **color copy of the Starter Kit** (this has been recently emailed to you). This is in plain view, as you have the next page

"To Get Started" displayed. On the back side of that, I have copies of "**Think Pink**" questionnaire, that I have them complete. (or any survey you are currently using.) That is facing now, the next page

Do You have Any Questions for me?" This is a big 'wait and listen' page. Encourage questions, prompt them! It is a very crucial step! Back side of that page, is "now let's make a Decision. There is plenty of room at the bottom of that page for your to cut out a picture from a look book, of the product you will

offer for a **48 hour decision, or 'signing bonus"**. A brush set, a microderm, whatever you are willing to give away, for a quick yes decision. That page is now facing,

"If Yes...." Back side of that page is 'If No", and then the

Thank you Page.

Following those pages, I have Ready Set Sell brochures, Start Earning Now, Discover Extra Income brochures, and of course agreements! Also at the end, if their answer, is I need some time and some information, I have Recruiting Packets ready to go home with them, with a Connect With Success CD.