

# November "Thank you for Giving" Challenge

\$2000 retail sales in

Charm



2 Leadership Panel Appointments  
or 2 interviews by the  
15th of the month

Jan must be present or follow up  
MK Pearls of Sharing Earrings



6 Leadership Panel Appointments  
or 6 interviews by Nov. 30th

Jan must be present or follow up  
MK Pearls of Sharing Bracelet



1 Q team member  
(\$600 minimum)

MK Pearls of Sharing  
Necklace



10 Leadership Panel  
appointments or

10 interviews by Nov. 30th

Jan must be present or follow  
up. Dream Team Pin or Ring!



Dearest X~Treme Dream Team, I love this month! It is a time to reflect on all the wonderful blessings that God has given us. Our faith, our family And our Mary Kay Career. I am so thankful for each of you in our life. There are not words to express what you mean to me. Thank you for being such wonderful friends and sister consultants.....doing life together.

Are you ready for the MOST amazing Sales Month! Your "Open House" or "Stop and Shops" this month make shopping so convenient for your customers. It's the ways you show your gratitude to them for their loyalty that imprints you on their heart. I know you always give them MORE than they ever expected. I am so excited to see what you will do with the Leadership Panel. Scripts and tracking sheets are on the next page. Your personal Panel will be an amazing way of learning about your favorite clients and also letting them know what is available to them thru Mary Kay. I will love doing the appointment with your or following up with each of them. Thank You X~Treme Dream Team for being so loyal and consistent. October was one of our BEST months ever as we did \$3,000 wholesale over our monthly goal. Set your goal to earn every prize I am offering this month. You will be stretched, consistent and profitable. Make your business work for you as you serve women.

Enjoy your precious family this Holiday.

Hope you can feel my hugs....

Love and hugs, Jan

## Leadership Panel Script ~ thanks Stephanie Audino

Hi \_\_\_\_\_, Do you have a quick minute?

I am working on a project for my business, and I need your help. Mary Kay has asked me to select some women to be on a Leadership Panel. If you were to be on my panel, it will take about an hour of your time and I will have a free lipstick or lip gloss for you for telling me about your life & your current job. We can meet over lunch or coffee, whatever is most convenient for you.

I have a series of questions to ask you about your current career/job and your dreams and goals for the future. We will probably spend about half an hour on that. I will then be telling you about the leadership path in Mary Kay and how sales directors in Mary Kay make their money..that will probably take about 15 minutes. I'll have you ask me some questions and give me your feedback.

### I thought of asking you because:

You use the product and (sincere compliment) such as:

- I enjoy spending time with you.
- I feel comfortable talking to you
- You work in the (school system, justice system, health care) ...and I want someone from that field on my panel.

When we are done I'll have you fill out a quick questionnaire about what we've discussed and I'll be typing up a report to put in my file. Would you be willing to be on my Panel? What time works best for you this week for us to get together?

### Select the women that you REALLY WANT on your team to be on the panel.

Some women who may never even consider being a consultant but who may want to be in a position.

Yes, they do need to take the consultant path to directorship and be willing to do that.

The more women you tell, the bigger your paycheck will be.

As you know, the smart ones will figure out that no one will offer them what Mary Kay does!

## JOB SURVEY

### About Your Present Job..

#### YES NO

1. Do you like your work?
2. Do you like who you work for?
3. Are you earning what you are worth?
4. Does your job offer good chances for advancement?
5. Does your career challenge you?
6. Do you have variety in your career?
7. Do you want to be doing your present job when you're 60?
8. Is your income sufficient to satisfy your needs?
9. Do you get enough time off to do all the things you want?
10. Are you now working at only one job?

### About You...

#### YES NO

1. Do you like teaching and talking with people?
2. Do you like sharing things you are excited about with others?
3. Would you like more money and tax deductions?
4. Would you like an exciting career that makes others happy?
5. Do you like challenge and variety in your career?
6. Would you like a career with unlimited income potential?
7. Does being your own boss and having more time sound interesting to you?
8. Would you like more people to respect and admire you?
9. Would you like to travel and deduct your expenses?
10. Would you be willing to work 3-6 hours a week for the next 12 months?

NAME \_\_\_\_\_

DATE \_\_\_\_\_

ADDRESS \_\_\_\_\_

CITY, STATE, ZIP \_\_\_\_\_

TELEPHONE: CELL \_\_\_\_\_ HOME \_\_\_\_\_

WORK \_\_\_\_\_ EMAIL \_\_\_\_\_

BEST WAY TO REACH ME \_\_\_\_\_ BEST TIME \_\_\_\_\_

REFERRED BY \_\_\_\_\_

### **Format:**

**30 minutes** on covering the Job Survey below..and just visiting about her life. (Jot down the information they are sharing on a separate sheet to include on your finding from your panel)

**15 minutes** - Sharing the MK marketing.

**Close:** What questions do you have? Can you see yourself doing this? Because I think you would be really good.

## November Fall Frenzy!

When you share the Mary Kay Career information with another woman, you never know how it may touch, enrich or even change her life. She may embrace it, she may pass it on, or she may say...later. Whatever her answer is, she is still sincerely complimented that YOU thought she had what it takes to be a great Mary Kay consultant! Thank you for stepping out over the line in November and giving the opportunity of a Mary Kay career.

### Win your Pearls of Sharing Earrings when you hold 2 Sharing Appointments by Nov. 15th.

Name/Phone Number

1. \_\_\_\_\_

2. \_\_\_\_\_



### Win your Pearls of Sharing Bracelet when you hold 6 Sharing Appointments by Nov. 30th.

Name/Phone Number

1. \_\_\_\_\_

2. \_\_\_\_\_

3. \_\_\_\_\_



### Win your Pearls of Sharing Necklace when you have 1 qualified team member in November.

1. \_\_\_\_\_



### Sharing Appointments can be held in the following ways:

With guests at Mary Kay guest nights, by a three-way conference call with your Director, having guests on our scheduled conference calls or in person with your director. Information consists of simply sharing some facts about Mary Kay Cosmetics!

### Suggested Dialogue:

“Hi, \_\_\_\_\_! Do you have a minute? The reason I am calling is that I am in a contest for Mary Kay, and I’m doing some special training with my Sales Director. She asked me to select six of the sharpest women I know to get their opinion of the Mary Kay business plan. She asked me to think of women I can count on who would be most likely to help me with my challenge and training, and I immediately thought of you! Would you help me out and take 20-30 minutes to hear some information about Mary Kay? Thank you so much! I’ll even have a gift for you as a thank you for your time, and for helping me complete the challenge!” (Then confirm her for a call time, or in person for coffee – which ever she is able to do. Be sure you have pre-scheduled with your Director if at all possible.)

**To receive your pearls you must let your Director know when you’ve accomplished each challenge, confirming names and phone numbers and with Director follow up. You will look BEAUTIFUL in this matched set!**