

YOU CAN DO IT!!!!



## Mary Kay Pearls of Sharing



### Earn your Pearls of Sharing Pearl Earrings Pearl Bracelet & Pearl Necklace!

Earn your **Pearl earrings** when you share the Mary Kay Opportunity with 3 people in your first 2 weeks!

Earn your **Pearl bracelet** when you share the opportunity with 6 people in your first month!

Earn your **Pearl necklace** when you add 1 New Qualified Team member in your first month!

### Be part of the “Girls with Pearls” Club!

**P**ersonal  
Responsibility

**E**mpathy

**A**wareness

**R**espect

**L**eadership

**S**upport

# **THERE'S POWER IN THE PEARLS**

*I cannot wait to present YOU your 'set' of Pearls! As a brand new Consultant, part of your training is to listen to your Director present the marketing to women in your circle of influence. This way when you are ready to move up, you'll know exactly what to do and how to 'do it'!  
\*Go back to your Contact List and put a STAR by those that you think would be great doing what we do!*

## **What is an "interview"?**

*An interview is about a 30 minute 3-way phone call (or in-person) where you and I along with your prospective team member will chat about our Career Opportunity.*

## **What takes place during an "interview"?**

*You can expect the following things to take place:*

- 1) I will spend some time thanking her for helping out with your training & giving us her opinion on our company.*
- 2) I will ask her a little bit about her, I'll fill her in on me and my journey with Mary Kay.*
- 3) I'll ask you to tell her why you got started and what you are most excited about.*
- 4) Then we'll chat about the company facts and what most likely appealed to you when you got started.*
- 5) Lastly to close I'll ask her if she has any questions, what her opinion is, and thank her once again for helping out with your training!*

*\*You can count on it to be casual, fun, and upbeat with no obligation.*

## **What's the advantage?**

*Most of the time, those that are around you the most don't understand "why" you are so excited and "all up in it". This 30 minute call will help them understand why you are excited about your new business and give them information about our company in case they could ever see themselves as a Beauty Consultant or in case they know of someone that could use Mary Kay in their life. Most of the time women aren't aware of what Mary Kay has to offer, and so after listening it is quite possible that one or more of the 6 that listen during your pearl challenge may join your team!*

## **What do you say on the phone when asking them to listen?**

*"Hi \_\_\_\_\_ this is \_\_\_\_\_! How are you? Great! Did I catch you at an O.K. time? I just had to call you, I am so excited! I know you know that I just started my very own business with Mary Kay, and the second step of my training is to listen to my Director share our career information with 3 sharp women this week! By listening to her—It will help me learn the appropriate way to also share our career information! I wanted to ask you, because I really respect you and I value your opinion! \_\_\_\_\_, I know you would probably never be interested in "doing" Mary Kay, and that's ok! By listening, you would just be helping me complete the second step of my training! I'll give you a special gift if we can get a 30 minute appointment set up this week? When is a good time for you? (Set time and date within 48 hours!!!)*

***I know you can do it!!***

***Be Sure To Turn In Your Coupon for your Pearls!***