

Are You Ready to Move Up?



by Ryan Rogers, Vice President of Strategic Initiatives

You may be asking yourself, "Am I ready to start building a team?" Or perhaps you're wondering, "Is this a good time to start moving up to a new status on the career-path?"

The answer? Yes! And yes! Here are a few ideas to consider that can help you achieve team-building success this month.

Think about it! Before you hold your next appointment, you may want to take time to think about why you started your own Mary Kay business and formulate your own personal 'I' story to share with potential team members.

Mary Kay said, "Time and again I've been told of a woman who heard one of our Sales Directors tell her 'I' story and maybe there was some similarity - maybe they both had three kids or maybe she was a former teacher or lived in a very small town - and somehow that message not only lingered, but it inspired."

Write it down! Write down the names of at least six current customers, hostesses or guests you have met at skin care classes or parties.

Think about the people with whom you might consider scheduling a team building appointment. Then get ready to call those on your list to schedule your team-building appointments!

Consider this! If you are wondering if this is a good time to build a team, consider this: According to the Direct Selling Association (DSA), the number of direct sellers is at its highest since 2005!

Now is the time! There has never been a better time than now to introduce others to the Mary Kay opportunity!

Building your own team not only allows you to move up the career path, it gives you an open-ended financial opportunity and can bring with it special "paychecks of the heart" as you watch your team members succeed and see what a positive affect sharing the Mary Kay opportunity has on those whose lives you enrich.

Take the challenge and build your team this month!

MARY KAY

