

## Team Building With Quality Prospects

One of the most wonderful benefits of being an independent business woman with Mary Kay is that of choosing whom we work with! Working with women who are physically, emotionally, spiritually and financially healthy will provide for a strong team and a dynamic future unit.

When determining whether or not to interview a candidate for your team, take an objective look at her and ask the following questions of her (to yourself, of course). **Remember: Our business works best when you play by the rules rather than the exceptions.**

20 or more "+" in the Rule column	=	Quality Prospect
15-19 "+" in the Rule column	=	Desirable Prospect
< 15 "+" in the Rule column	=	An exception; more likely to be a good customer. Answer question below before interviewing!

**Ask yourself this before approaching a potential business associate:**

***“If my team consisted of consultants who were just like this prospect, would I have a successful, professional and goal-oriented team?”***

*(See next page for chart of rules/exceptions.)*

<b>RULE</b>	<b>EXCEPTION</b>
<b>She pays a mortgage payment monthly and/or owns her own home.</b>	<b>She rents an apartment and/or lives with family.</b>
<b>She has available credit (Visa/MC, etc.) and uses a checking account.</b>	<b>She pays only with cash.</b>
<b>She has a support system – a supportive husband, family, significant other, etc.</b>	<b>She is a single mom and/or has a non-supportive husband or significant other.</b>
<b>She has purchased her Basic Skin Care and has booked a class</b>	<b>She purchased just 1 or 2 items other than the basic</b>
<b>She is accountable. She held her original appointment or called to reschedule</b>	<b>She didn't show for her original appointment &amp; had excuses for what went wrong when you called her back</b>
<b>She has in-depth questions about the MK business opportunity – co. info, promos, money, etc.</b>	<b>She has a vague interest in knowing about the company</b>
<b>She asked you how many hours you work</b>	<b>She asked you how many hours do you <i>have</i> to work</b>
<b>She asked how much inventory is best</b>	<b>She asked you if you <i>had</i> to have inventory</b>
<b>She is a woman of integrity. She would do things the “Mary Kay way”</b>	<b>She tends to look for shortcuts, speaks negatively of others</b>
<b>She could write a check today for her Go Kit</b>	<b>She has to wait to save money for her Go Kit and training material</b>
<b>She has high standards for her personal appearance</b>	<b>She places little importance on her appearance</b>
<b>She is 28 or older</b>	<b>She is 27 or younger</b>
<b>She has expressed a desire to you of wanting to make a change in her life</b>	<b>You have impressed upon her the need for her to make a change in her life</b>
<b>She is an optimist; the glass is half full</b>	<b>She is a pessimist – the glass is half empty</b>
<b>She has a bright, cheerful disposition</b>	<b>She doesn't smile often</b>
<b>She enjoys a challenge</b>	<b>She would rather be a follower</b>
<b>She has a passionate quality about her – she has other achievements to be proud of</b>	<b>She reveals little about herself and tends to show little emotion</b>
<b>She maintains strong eye contact with you</b>	<b>She finds it difficult to look you in the eye</b>
<b>She has been highly successful in previous endeavors</b>	<b>She had tried other things and has half-heartedly pursued them</b>
<b>She has a strong work ethic</b>	<b>She lives on public assistance</b>
<b>She loves Mary Kay products</b>	<b>She has never tried the products</b>
<b>She has great “bounce-back-ability”</b>	<b>Obstacles tend to stop her</b>
<b>She is a decision-maker</b>	<b>She has to ask others for their opinion</b>
<b>She has self-confidence</b>	<b>She often seeks the approval of others</b>
<b>She uses her children/family as reason to begin her business</b>	<b>She uses her children/family as an excuse not to start</b>
<b>She owns a car</b>	<b>She owns no car or only has one in the family</b>
<b>She purchased her products in full</b>	<b>She used the payment plan</b>