

Ginger Benedict's Coaching Calls

It is a BUSINESS COACHING CALL and will work with New Consultants and Seasoned Consultants. The purpose of the call is to create a Business Plan with a Board of Directors. We set up a 1 hour conference call for them and they are asked to invite POSITIVE, SUPPORTIVE people in their life.

The Consultant introduces herself ~ 3 - 5 sentence I Story of WHY she is involved with Mary Kay.

Each person introduces themselves, tells how they know the consultant and the qualities that she has that they believe will make her successful, and what they currently know about the Mary Kay Business. I take notes so that at the appropriate time I can make any clarifications necessary.

I introduce myself and explain the role of the Sales Director and MK Company Stats

Now I ask the question ~ "Knowing that _____ really does have the potential to build a very Successful Business thru Mary Kay, what advice would you give her??? How would you recommend that she get her business started?"

Each person has something to say. What usually happens thru the conversation is that

- People support what they create. For example ~ one man that was on our call said that she should contact businesses for Holiday Gifts. And so we said ~ how would she find out who to contact? What do you recommend that she say or give to them? When is the right time of the year? And he ended up saying that he would contact the Personnel Director at his company and set up a meeting for Michelle. One woman was in charge of the Thank You Baskets for teachers at the end of the year, One woman had a daughter who was the co-captain of a drill team, An Office of the Week came out of this
- This also gives me an opportunity to add information about the support that MARY KAY INC gives us ~ things that if we owned our own business we would have to pay for ~ Advertisements already designed, professional business cards, website etc.

Here is an email that I received from a consultant after her CALL.

I have received a few phone calls / IM this morning from Barb and Gina about the call last night. They are so thrilled that i asked them to be apart of my new adventure!!! This morning was just as great as last nites conversations!!! I know after I contact more and more of those that believe in me and actually care about me as a person then this FUN will expand and grow in no time...I can not wait to set my own WORK LOAD / SCHEDULE...I mean which FUN DAY I HAVE AND WHEN (make-up & skin care OR Horse play, which my mare really is feeling neglected!!) The more i get involved with others the more my desire grows to put my 2 week notice IN!! (maybe 1 week?? / 1 day??)

The ladies thought you where GREAT TOO!! And they are excited to see HOW SHORT IT WILL TAKE ME TO SUCCEED!!