

Consultants Name: _____. Start date _____

why did you REALLY start Mary Kay?? ("You can tell me because I'm going to help you get it)
Her Wildest dreams :

Discuss Time commitment & do a weekly plan sheet together

Confidence level : 1-10. _____

1- I can't do this / 10- I can do pretty much anything with the right resources & support)

Commitment level : 1-10. _____. (10- I will do whatever it takes & nothing will stop me)

Tell me about the last time you felt proud of yourself? / How did it make you feel?

Personality assessment :

Active or Passive People or no people

Circle which they are D. I. S. C

Which phrase best describes you:

D personality: If you want it done right you will do it your self?

S:If you want it done right you better ask someone you know to help?

C: If you want it done right you better ask more questions to find out what right is?

I: If you want it done , you not concerned how accurate it is just that everyone is happy?

What are you most excited about?

What are you most nervous about?

Go over Expectations (me as her director)

Initiate / Show up / Match my time with your effort / See me as your mentor & coach

Answer her questions-

Discuss her Inventory choice & resources she is checking into:

My checklist To do at the end of 1st convo:

Link up to voxer

Set up 1st GNO to attend and pinning debut- get their family& friends there

Send next steps of the 12 step program

***are "all the steps at once kinda gal or one at a time?"*
Set up our next chat (i take these calls very seriously because I care:)
Send her training voxer on emotional management
Mark off that we have had orientation
Not down key points I want to remember

CONVO #2: the next day
Inventory order:

Debut date:
Convo about how to invite guests

Talk PEARLS OF SHARING:

One of the following you will ask depending on her DISC.

D: most new consultants want to go on commission and get a promotion right away

S: Most new girls like to support the team goal and get extra support from me by getting their pearls right away.

I: Most new girls want to get their first promotion with a new pin enhancer and pearl earrings and a fun picture and recognition at meeting right away.

C: Most of my new consultants want to get their one on one training done right away so they feel confident in the business

Who do you know that would be helpful In Your life, that could be guinea pigs for your first training coffees?go for her top 15 ; have her make a list with you

List of who:

**Send voxer training on setting up your coffee chats & a link and my calendar (youcanbook.me)*

Next check in date: (next 2 days) _____

Continue twelve steps

Her 1st 5 training chats:

1. _____.
2. _____.
3. _____.
4. _____.
5. _____.

Her 1st 5 guests :

1. _____.
2. _____.
3. _____.
4. _____.
5. _____.

Her first 3 team members:

1. _____
2. _____
3. _____

Debrief after the career chats:

What did you learn

Do you have any questions

next layer(meeting, booking, another party or event)

completed new consultant training (ie; Pink Bootcamp)