

# Master Team Builder CD Challenge

WIN your Pearls of Sharing Earrings by completing the following:

- Listen to the enclosed CD
- Complete this questionnaire
- Hold three practice interviews with your Director
- Return questionnaire to your Director

1. What 2 ways can you maximize your earnings in Mary Kay.

A. \_\_\_\_\_ B. \_\_\_\_\_

2. List the commissions earned at the following levels:

- A. Senior Consultant \_\_\_\_\_ %
- B. Red Jacket \_\_\_\_\_ % plus \$50 per new qualified team member
- C. 5 team members (Team Leader) \_\_\_\_\_ %
- D. 5 ordering team members and you order \$600 wholesale \_\_\_\_\_ %
- E. Sales Director \_\_\_\_\_ %

3. What do you need to accomplish to earn the use of your first Mary Kay car?

\_\_\_\_\_

4. What are some of the benefits of a Mary Kay Career:

- A. \_\_\_\_\_ E. \_\_\_\_\_
- B. \_\_\_\_\_ F. \_\_\_\_\_
- C. \_\_\_\_\_ G. \_\_\_\_\_
- D. \_\_\_\_\_ H. \_\_\_\_\_

5. What 2 fears keep consultants from team building

A. \_\_\_\_\_ B. \_\_\_\_\_

6. Who are the best people to interview?

\_\_\_\_\_

7. What are the 4 points of the 4 Point Recruiting Plan?

- A. \_\_\_\_\_ B. \_\_\_\_\_  
C. \_\_\_\_\_ D. \_\_\_\_\_

8. On a separate sheet of paper, write a script to use to get the interview appointment:

9. On a separate sheet of paper, write responses to overcome the following concerns:

- A. I'm not the sales type. \_\_\_\_\_  
B. Where would I find the time? \_\_\_\_\_  
C. Where do I find my customers? \_\_\_\_\_  
D. I need to ask my husband. \_\_\_\_\_  
E. I just need to think about it. \_\_\_\_\_

10. What are the six steps to talking inventory with your new recruit starting with the first question to ask regarding inventory? (Hint: See "How to Explain Inventory Options to New Team Members" on millslagle.com "new consultants".)

- A. \_\_\_\_\_  
B. \_\_\_\_\_  
C. \_\_\_\_\_  
D. \_\_\_\_\_  
E. \_\_\_\_\_  
F. \_\_\_\_\_

11. List the names and phone numbers of the first 3 people you interviewed with your Sales Director

- A. \_\_\_\_\_  
B. \_\_\_\_\_  
C. \_\_\_\_\_

12. Return this completed form to your Sales Director and earn your Pearls of Sharing earrings!

Your name \_\_\_\_\_

Sales Director \_\_\_\_\_

*additional information can be found on millslagle.com, in the Training section*