

The Recruiter's Checklist

Senior Consultant

New Recruit's Name _____ Phone # _____

Address: _____

Her Perfect Start Begins With Her Personal Use

Do You Have Your New Recruit On The Product! Has she trashed her other brand products and replaced them with Head-To-Toe Mary Kay? _____

Have you educated her as to which products to use? _____

- ___ 1. Know why she came in? Know her goal and dreams in Mary Kay? Share your belief in her!
- ___ 2. Told her when New Consultant Training is scheduled.
- ___ 3. Set up a Skin Care Class observation for her (minimum 1 with you).
- ___ 4. Told her about Pearl Enhancer - "You probably already know who your first recruit is, someone sharp like you who you'd enjoy going through your training with."
- ___ 5. Stressed the importance of Meeting attendance and initial trainings.
- ___ 6. Explained monthly meeting format, appropriate dress, cost of meeting room.
- ___ 7. Informed her of current upcoming events (brunch, conferences, special classes, Seminar).
- ___ 8. Pinned and introduced her to unit members. (Publicly and one on one).
- ___ 9. Perfect/Power Start dates - keep confirming. Brainstorm leads if necessary.
- ___ 10. Call her after her first meeting, training classes, and first skin care class, "What did you enjoy most, learn?"
- ___ 11. Personalized note of encouragement.
- ___ 12. Answer her questions.

notes _____

