

# SHARING SESSION OUTLINE *AT-A-GLANCE*

## Show how Mary Kay can fit into their life

Thank you so much for taking the time to learn how we make money in Mary Kay and help me with my leadership training.

- 1) Which of these 6 Qualities of a MK Beauty Advisor best describes you?
- 2) If you had the power to design your dream job, what would you want?
- 3) What would you do with extra money in your budget? Most people have a list of about 10 things they want or need that cost about \$1,000...what are some of the things on your list?
- 4) Here are some ways that we work our business. Which of these would appeal to you?  
15 min. Sessions | 30 min. Sessions | 60 min. sessions
- 5) **GO THROUGH WEEKLY PLAN SHEET.** Draw a line where you already have commitments. Circle where you could hold appointments. *Each Circle = \$100 per appointment.*
- 6) **GO THROUGH RETAIL SALES INCOME.** Calculate her weekly profit. Each Circle equals \$100 per appointment. This is the # you will insert into the first line of the Retail Sales Income section.
- 7) **GO THROUGH TEAM COMISSIONS.** If you were to get started, who would you love to go through training with? Write their name down...who else?  
Which of these additional bonuses appeal to you?

## What it will take to get started

- 6) There are 2 Options to get started:

FIRST **\$35 eStart** then you can ADD the **\$90 Pro Start**

Let's pretend you wanted to work with me, how would you customize your Startup Experience?

Plus there is an **opportunity to receive over \$1200 in free product.** We will get together to get everything setup so you can start making money. I'll even help you with your very first appointment!

- 7) After everything you heard today, **on a scale of 1 to 5**, let me know your interest level: 1 being stay a happy client and 5 being Yes get started today!

If they are not a 5 ask, "What would it take to move you to a 5?"

(If she does not fill out her agreement, have her do the **PILLOW TEST.**)

Can I go ahead and send you the agreement link? You are under no obligation and it gives you a chance to look to over at your convenience.

(Text it to her right then to make sure she received it.)

By the way, if you pass the Pink Pillow test, which Be Brave gift would you prefer...something sparkly or a product to be able to show right away?

### PILLOW TEST

If you keep thinking about MK through the night, let's get you started...You passed!

If not, then we can get you placed into my Prestige Client program where you will get to earn products throughout the year.

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## On a scale of 1 to 5

### If she is a 5:

Have her fill out her agreement online or sign into your website to get started.

### If she is 2-4:

"Great! What would it take to move you to a 5?"

#### Wait for her answer

If we could show you how to do that, is there anything else that would stop you?

#### Wait for her answer

If we could show you how to do that, why would you get started?

#### Wait for her answer

Ok, let's chat about your concerns, they are legitimate.

#### Start with the first concern and simply explain each until there are no more concerns

"Would there be anything else stopping you from getting started today?"

It is only a \$35 decision. Your 2nd appointment is scheduled for (DATE) and the 50% could be yours or mine...either way is good with me. That way you could make enough money to (whatever she shared with you). I think we would be great together!

### If she is still a maybe:

"You have great questions! Let's do the **Pink Pillow Test**! If you keep thinking about MK through the night, let's get you started...You passed! If not, then we can get you placed into my Prestige Client program where you will get to earn products throughout the year.

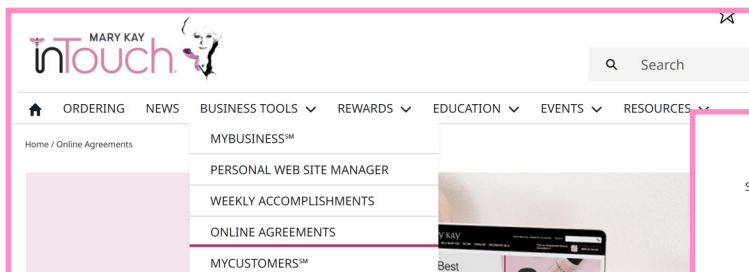
By the way, if you were to pass the **Pink Pillow Test**, which Be Brave gift would you prefer...something sparkly or a product to be able to show right away?

This is a WIN-WIN for you!"

### If no not now:

Thank you for being so honest, was there anyone who came to mind who would benefit from being a part of our Mary Kay family?

## Finding Your Personalized Link



From InTouch Home Screen, select Business Tools and then ONLINE AGREEMENTS.

Your Personalized Agreement link will be on that screen. Copy and paste it where you will have access to it. This link will never change.

### My Personalized Agreement Link

Sharing the Mary Kay opportunity is easier than ever! Simply copy, paste, then share your Personalized Agreement Link to new potential team members!

### My Personalized Agreement Link

The personalized link contains your contact information making it faster and easier for your prospective team member to fill in their Agreement! Click on the link to copy your Personalized Agreement Link. Then, share with potential team members via text message or email!