

Let Us Grow, Let Us Grow, Let Us Grow



It's as easy as 1, 2, 3

1. Seek to understand.
2. Share.
3. Invite.



1. Seek to understand

- Opening
 - What is the purpose of an opening?
 - What do you want to accomplish?
 - How do you increase everyone's comfort level?
- Interested people are interesting.
- Connect with people and be likable first, before sharing facts.
- Come to a mutual agreement of what's going to take place.
- You tell me about you. I'm going to share a bit about myself. Share the facts. Answer questions. See if this appeals to you. If it doesn't, I've made a new friend (or you will better understand what I do) & I'll invite you to introduce me to your friends for FREE product. If it does, we'll take it to the next step.

Culture Points:

1. Golden Rule & Priority System of Faith, Family, Career.
2. Seeds of greatness in every human being and given the opportunity a person could go as far as they could dream, believe, & work.
3. Be an entrepreneur.

Our **Professional Process** is the **Table Event**.

We gather together.
We gather to.get.her.
to experience
our skincare and YOU!

2. Share

- Time
- 3 Positions - Vision
- 3 Positions - Workload

2 Money Decisions

1. Purchase Kit & get a Consultant number.
 2. Entrepreneur decision.
- & we'll schedule that appointment in the next 1-2 days to cover all your options.

1. Discuss follow-up steps.
 2. Discuss the importance of timing in a person's journey.
 3. So I know how to best support you, which letter best describes where you are?
 - A - Absolutely Yes, I'm ready right now to take the first step.
 - B - Be in touch with me tomorrow.
 - C - Continue to educate me through the hostess program.
- * be sure to schedule follow-up time.

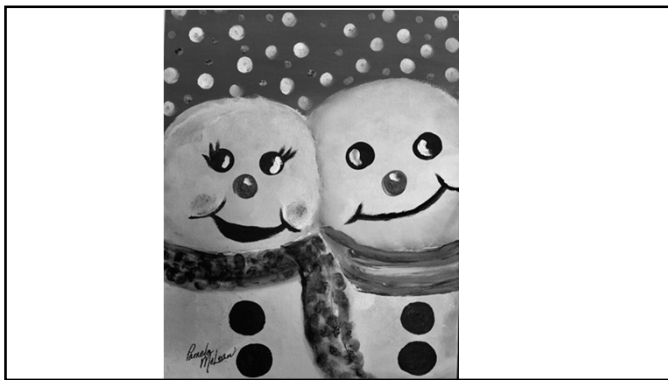
Materials you can find on Glinda's website (Team Building)

www.glindamcguire.com

- Mary Kay and You
- Reasons for our Success
- The Culture and The Process
- Your Future in MK
- Starter Kit placemat







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- Seek to understand
- Share
- Invite
- Pass It On

What would be the benefit to you, others, your Unit, our Area, MK USA when we grow?

