



FINISH DIQ!

Finish DIQ in 1-2 months by following this outline!

"GOING INTO DIQ" CURRENT TEAM:

1. _____
2. _____
3. _____
4. _____
5. _____
6. _____
7. _____
8. _____
9. _____
10. _____

*** 10 QUALIFIED TEAM MEMBERS:

1. _____
2. _____
3. _____
4. _____
5. _____
6. _____
7. _____
8. _____
9. _____
10. _____

FINISHING DIQ TEAM:

11. _____
12. _____
13. _____
14. _____
15. _____
16. _____
17. _____
18. _____
19. _____
20. _____
21. _____
22. _____
23. _____
24. _____

Your Name Here

I WILL HOLD 15 PERSONAL PARTIES

With at least 5 people at each party!

1. _____
2. _____
3. _____
4. _____
5. _____
6. _____
7. _____
8. _____
9. _____
10. _____
11. _____
12. _____
13. _____
14. _____
15. _____

I WILL CONDUCT 50 INTERVIEWS

Between myself and my team!

1. _____
2. _____
3. _____
4. _____
5. _____
6. _____
7. _____
8. _____
9. _____
10. _____
11. _____
12. _____
13. _____
14. _____
15. _____
16. _____
17. _____
18. _____
19. _____
20. _____
21. _____
22. _____
23. _____
24. _____
25. _____
26. _____
27. _____
28. _____
29. _____
30. _____
31. _____
32. _____
33. _____
34. _____
35. _____
36. _____
37. _____
38. _____
39. _____
40. _____
41. _____
42. _____
43. _____
44. _____
45. _____
46. _____
47. _____
48. _____
49. _____
50. _____

Grand Achiever Tracking Sheet



*It takes Teamwork!
Earn you Chevy Malibu!*

Qualifications

- You may qualify as a Grand Achiever in one, two, three or four months based on when you achieve the following:
 - \$20,000 combined personal/team wholesale Section 1 production
 - 14 active personal team members
- You may contribute up to \$5,000 in personal wholesale Section 1 production toward the total \$20,000 requirement.
- Your team must contribute a minimum of \$15,000.
- You must have a minimum of \$5,000 combined personal/team wholesale Section 1 production each month of the qualification period while maintaining five or more active personal team members.
- You must be active.

On-Target

- Five or more active personal team members
- \$5,000 combined personal/team wholesale Section 1 production in a calendar month.
- You must be active.
- These requirements must be met each month to be considered on-target.

Team Member	Month 1	Month 2	Month 3	Month 4
Your Self	\$	\$	\$	\$
#1	\$	\$	\$	\$
#2	\$	\$	\$	\$
#3	\$	\$	\$	\$
#4	\$	\$	\$	\$
#5	\$	\$	\$	\$
#6	\$	\$	\$	\$
#7	\$	\$	\$	\$
#8	\$	\$	\$	\$
#9	\$	\$	\$	\$
#10	\$	\$	\$	\$
#11	\$	\$	\$	\$
#12	\$	\$	\$	\$
#13	\$	\$	\$	\$
#14	\$	\$	\$	\$
Total:	\$	\$	\$	\$

The Value of Earning a Mary Kay Career Car!

Since the program's inception, more than 120,000 Consultants and Directors have qualified for the use of a Career Car or elected the cash compensation option. With Mary Kay paying a portion of the auto insurance, tags, taxes, license and registration, they have saved thousands of dollars for themselves and their families.

The average car loan is four years (48 months), in that time you could save:

Type of Car	Car Level	Who Can Earn It?	Value	Savings
Cruze	Grand Achiever	Consultants & Directors	\$375 x 48	\$18,000
Camry, Equinox or Mustang	Premier Club	Directors	\$500 x 48	\$24,000
Cadillac CTS/SRX	Cadillac	Directors & NSD's	\$900 x 48	\$43,200

Look what could be done with the savings:

Grand Achiever

For Consultants & Directors
\$18,000 could...

1. Fund college education for one child
2. Fund family vacations for several years
3. Fund a nice down payment on a house
4. Fund a nice retirement investment



Chevy Cruze

Premier Club

For Directors
\$24,000 could...

1. Pay off tons of debt
2. Fund family vacations every year
3. Fund a substantial down payment on a house
4. Fund a substantial retirement investment



Toyota Camry, Chevy Equinox or Ford Mustang

Cadillac

For Directors & National Sales Directors
\$43,200 could...

1. Fund college education for two children
2. Fund wonderful family vacations every year
3. Fund a great down payment on a great house
4. Fund a great retirement investment



Cadillac CTS or SRX

*Can You Afford To
Turn Down That
Kind Of Savings?*

*Allow Success To Be
Yours With
Mary Kay Cosmetics!!!*

MARKETING PLAN THE BASICS OF A MARY KAY BUSINESS

3 FORMS OF INCOME

SALES

- 50% Commission
- 50% at Parties
- 50% on Re-orders
- 50% On-line
- 50% Catalog or On-the-Go



Chevy Cruze
\$375/mo

CAREER CAR PROGRAM

- Drive a Career Car with car insurance
- or
- Choose Cash Compensation



Chevy Equinox, Toyota Camry or Ford Mustang
\$500/mo

BUILD A TEAM

- Receive 4 - 36% Commission
- Receive "Love Checks"
- Leadership Position



Pink Cadillac CTS or SRX
\$900/mo

WHAT CAN YOU PROJECT FROM YOUR SALES IN 1 YEAR?

- The average Show has 4 guest, with a \$50 order
 - The average Show is \$200
- The average customer re-orders \$200 annually
 - We love residual income

Part-Time Consultants Hold 1 - 3 Shows per Week

- 1 Show per week (2 hours)
 - \$200 x 1 - \$200 weekly sales
 - \$200 x 50 weeks = \$10,000 annual retail sales
 - 85 customers x \$200 = \$17,000 annual reorders
 - \$27,000 total annual sales
 - \$13,500 profit
- 2 Shows per week (4-6 hours)
 - \$200 x 2 - \$400 weekly sales
 - \$400 x 50 weeks = \$20,000 annual retail sales
 - 170 customers x \$200 = \$34,000 annual reorders
 - \$54,000 total annual sales
 - \$27,000 profit
- 3 Shows per week (6-8 hours)
 - \$200 x 3 - \$600 weekly sales
 - \$600 x 50 weeks = \$30,000 annual retail sales
 - 255 customers x \$200 = \$51,000 annual reorders
 - \$81,000 total annual sales
 - \$40,500 profit

Full-Time Consultants Hold 4+ Shows per Week

- 4 Shows per week (10-15 hours)
 - \$200 x 4 - \$800 weekly sales
 - \$800 x 50 weeks = \$40,000 annual retail sales
 - 340 customers x \$200 = \$68,000 annual reorders
 - \$108,000 total annual sales
 - \$54,000 profit
- 5 Shows per week (15 - 20 hours)
 - \$200 x 5 - \$1,000 weekly sales
 - \$1,000 x 50 weeks = \$50,000 annual retail sales
 - 425 customers x \$200 = \$85,000 annual reorders
 - \$135,000 total annual sales
 - \$67,500 profit

TAKE THE NEXT STEP TO YOUR HAPPY FUTURE!

WHAT ARE ALL THE PERKS?

FINANCES

- Average Part-Time Consultant can generate \$5K - \$25K annually (refer to chart on the right)
- Average Full-Time Director can generate \$5K - \$25K monthly
 - Average N.S.D. is an official Mary Kay Millionaire
- Family Security Program provides after-retirement income for N.S.D.'s
- Tax Deductions can include phone, auto expenses, office & business supplies, entertainment, travel, etc....
- Tax laws benefit business owners - (i.e. General Electric 2010 Tax Bill was \$0!!!)

FUN • FRIENDS • FRIVOLOUS

- Diamonds are frivolous
- 5-Star all-expense paid luxury trips are frivolous
 - Travel is Fun - Quarterly Mary Kay Events
- Friends are Fun - especially when there are no Drama Mama's
- No quotas & no territories allow you to focus on relationship building
- Be a part of a team and love creating the win

FREEDOM • FLEXIBILITY

- Enjoy flexible working hours
- Enjoy the freedom of being your own boss
- Transform your life and reach your dreams
- Increase your influence & financial situation
 - Write your own pay-check
 - Not compromising your values

FOUNDATIONAL GROWTH

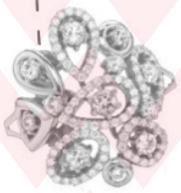
- God 1st, Family 2nd, Career 3rd
- Enriching Women's Lives - Our Company Motto
- Living by the Golden Rule - Treat others the way you want to be treated
 - Becoming the best version of yourself
 - Having a positive impact on other women
 - You know God created you for something more.

If you had
10x's more
self-confidence in
yourself, would
your life be
different?

Tracking my way to Success

Seminar 2015

July 1, 2014-June 30, 2015



\$500 SuperCertificate®
Voucher



National Queen's Court of Sales — \$40,000 in retail sales
Order about \$1650 a month to reach your goal!



National Queen's Court of Recruiting — 24 Qualified

The Key is the Bee!



Seminar 2015

MARY KAY GOALS!



I WILL BE A . . .

Career Level

_____ by Aug. 1st
 _____ by Sep. 1st
 _____ by Oct. 1st
 _____ by Nov. 1st
 _____ by Dec. 1st
 _____ by Jan. 1st

Other Goals:

Monthly Retail Goal: \$ _____
 Number of Monthly Selling Appt. _____
 Monthly Wholesale goal: # _____

Quarterly Wholesale goals:

Jun 16–Sep 15 _____
 Sep 16–Dec 15 _____

Monthly Team Building Appointments: _____
 Number of New Team Members per month: _____

Queen's Court of Personal Sales—\$40,000 RETAIL production July 1, 2014–June 30, 2015

Queen's Court of Sharing—Minimum 24 new qualified* personal team members July 1, 2014 - June 30, 2015 (Total \$600+ wholesale orders must be received in the same or following calendar month or new consultant must be a Star consultant one quarter.)

Other Goals _____

CAREER LEVEL

SENIOR CONSULTANT
 STAR TEAM BUILDER
 TEAM LEADER
 FUTURE SALES DIRECTOR
 DIQ (BE A STAR CONSULTANT)
 ON-TARGET CAR
 GRAND ACHIEVER

ACTIVE TEAM MEMBERS

1
 3
 5
 8
 10 ON THE LAST DAY OF THE MONTH
 5+ \$5000 TEAM W/S
 14+ ACTIVE \$20,000 TEAM WHOLESALE PRODUCTION IN 1–4 MONTHS

*Team Member is ACTIVE in the month a minimum w/s order goes in and 2 months following the order. Minimum order is \$225 w/s.



Sapphire	\$1800
Ruby	\$2400
Diamond	\$3000
Emerald	\$3600
PEARL	\$4800



\$500 SuperCertificate® Voucher



Be a Star Consultant!

June 16th – September 15th, 2014

For contest details please see www.marykayintouch.com

For each \$400 retail you sell,
place a \$200 wholesale order and mark a square!
Track your progress to reach your goal.

\$200	\$400	\$600
\$800	\$1000	\$1200
\$1400	\$1600	\$1800
\$2000	\$2200	\$2400
\$2600	\$2800	\$3000
\$3200	\$3400	\$3600
\$3800	\$4000	\$4200
\$4400	\$4600	\$4800

Sapphire **1800**

sell \$300 retail
per week

Ruby **2400**

sell \$400 retail
per week

Diamond **3000**

sell \$500 retail
per week

Emerald **3600**

sell \$600 retail
per week

Pearl **4800**

sell \$800 retail
per week



Be a Star Consultant!

June 16th – September 15th, 2014

For contest details please see www.marykayintouch.com



Sapphire 1800

sell \$300 retail
per week



Ruby 2400

sell \$400 retail
per week



Diamond 3000

sell \$500 retail
per week



Emerald 3600

sell \$600 retail
per week



Pearl 4800

sell \$800 retail
per week

Future PINK Legacy National Area

July ♥ August ♥ September Tracking Sheet Complete one all 3 Months

Track Your Faces

1	NAME	16	31
2		17	32
3		18	33
4		19	34
5		20	35
6		21	36
7		22	37
8		23	38
9		24	39
10		25	40
11		26	41
12		27	42
13		28	43
14		29	44
15		30	45



Track Your Wholesale Production

(Color in each \$100 you earn in wholesale)

\$100 \$100 \$100 \$100 \$100 \$100 \$100 \$100 \$100 \$100 \$100 \$100 \$100 \$100 \$100

Complete a Category all 3 months & get a Prize!

» POWER PLAYERS

15 Faces &
5 Fast Facts OR
\$600+ in
Wholesale Production

The MK@Play Cup

🏆 CHAMPIONS

30 Faces &
10 Fast Facts OR
\$1,000+ in
Wholesale Production

T-Shirt

★ RECORD BREAKERS

45 Faces &
15 Fast Facts OR
\$1,500+ in
Wholesale Production

Beauty Coat

MVP

MVP OF SHARING

The Consultant with the
most new Team Members
for the Month

MVP OF SALES

The Consultant with the
*most Wholesale
Production* for the Month

5 Effective Recruiting Questions

You should have written out and committed to memory, the best closing questions that you've ever heard, because when you are closing a new consultant, you do not want to be stuck searching for the right thing to say. It is my strong recommendation that you ask questions. You can tell someone all the benefits of becoming a consultant and they can listen to you and nod their head and think to themselves, "O.K. but that's just your opinion." They have not "bought in" to what you are saying. In order for them to "buy in" to a particular idea, they may have to hear the words in their own voice. So when you ask someone a question, and they answer it, they are hearing their own voice. And if they are answering the right question, they will convince themselves.

Here are five of the most effective closing questions you can ask.

The first one is,

(1) If you don't become a consultant, where do you see yourself a year from now?

This is a powerful question because you are asking them to look at what their life will be like a year from now if they don't say yes to this opportunity.

The second most effective question is,

(2) If you were to become a consultant today, what will be improved a year from now?

Now the wording in that question is very important. Notice that you didn't ask them what would be different; you asked what would be improved. You also used the word "will" instead of "would" which gives a sense of expectation. When you ask closing questions you can, by your choice of question, direct the type of answer they will give you. For this question, they will tell you, in their own voice, what will be better about their life a year from now if they become a consultant today. You're not telling them, they're telling you. And they know the answer. And they'll say it. And they'll hear the answer in their own voice. In the process of that, they will begin to convince themselves that this is what they want.

The third most effective question is,

(3) What qualities do you have that would make you shine as a consultant?

They've just told you how their life will be improved and now they are going to tell you why they'd be good at it.

The fourth most effective question is,

(4) What are the two most important reasons for you to become a consultant today?

This is also a very powerful question, especially the use of the word "today" which adds a sense of urgency. Because you are asking them for only two reasons, they will pick out the two most important things. It might be their family, or children, or finances, or because they don't want to work a job anymore. They're going to tell you now the two most important reasons why they need to become a consultant today. You see, you don't have to convince them if you ask them the right questions. They will convince themselves.

The last question is really a very interesting one, and somewhat tricky to understand.

(5) It does sound like you'd be an excellent consultant. Why don't you give it a try?

The reason that this question is so powerful is because when they think about giving something a try, they believe that they have options, that they're just testing it out. They don't believe they are making a decision. In actuality, they are making a decision but it gives them the feeling of having an "out." That question, in exactly those words, "Why don't you give it a try?" will allow them to give themselves permission to say yes.

TEAM BUILDING 101: OBJECTIONS

When you are team building, be prepared to overcome at least three and probably four objections. When speaking with your potential team member, be professional by getting to the bottom of what she is saying so you can support her to get the needs in her life met by our Mary Kay opportunity. The process to overcoming objections is as follows:

- ▷ **REPEAT** what she says, only after listening carefully to her objection first. Then say, "So what you're saying is _____."
- ▷ **RELATE** by using, "I know how you feel, I felt that way, what I found is."
- ▷ **RESPOND** overcome her objections by sharing someone else's brief story or going back to an earlier part of the interview. If you know her HOT BUTTON, there is NO objection you can't overcome short of, "I don't want to do this," which you almost never get!! So refer back to her NEED, her HOT BUTTON.
- ▷ **ASK QUESTIONS** "Remember earlier when you said _____? What other plans do you have to fix/remedy that need now or in the future?"
- ▷ **INVITE** the next objection! "If it weren't for _____, what would keep you from getting started?" You'll eventually get to a response of "nothing" or "I have to think about it." Then you can move on from there by working to close the interview.



RESPONSES TO OVERCOME OBJECTIONS

1. "You'll never know if you never try."
2. "Think how many times in life we hear people say, 'Oh, how I wish I had.' Instead, why not be able to say 'Oh I'm so glad I did!'"
3. "If I taught you everything I know, do you think you could learn?"
(This is a great response, as no one likes to admit that they aren't teachable)
4. Look your prospect right in the eyes. Touch her arm. Have a SINCERE look on your face and FEEL that sincerity in your heart and say with conviction... "You'd be great doing what I do, I look for people of your caliber every day and I'd love to work with you!"
5. "What do you like about the job you currently have? What would you like to change?" (These questions will help you direct your approach).
6. "If you knew you could not fail, would you try Mary Kay? We have never had anyone we could not teach."
7. "We do not want sales people, just trained Beauty Consultants."
8. "If something happened to your husband, could you take care of yourself and your family in the style you are accustomed to?"
9. "How soon do you want to start making money? How long can you afford NOT to make money?"
10. "Do you feel like you need a change in your life? I believe Mary Kay comes into our lives when we need it the most."
11. "One hundred dollars won't change your standard of living, but it COULD change your life."
12. And, when faced with any objection, the Magic Words are, "That is exactly why you should consider selling Mary Kay."

Examples: I don't have the money.....That's exactly why you should sell Mary Kay!
I'm new in the area.....That's exactly why you should sell Mary Kay!
I work too much.....That's exactly why you should sell Mary Kay!

Common Objections:

1. "Too busy, no time"

I totally understand. I felt that same way when I first started. But I find in MK that time is a mute point because in MK you set your own schedule. The busier women are the best in MK. Are you good at organizing your time? Would you find the time for the important things? Busy women get more done!

2. "I don't know people/I have no friends"

I totally understand. I felt that same way when I first started. But this is what I have found. People connect you to people and more people, etc. Give the example....If you have one friend....then that one friend has friends that you do not know and she connects you with them and they connect you with their friends and its just an ongoing snowball.

3. "No\$".

I totally understand. I felt that same way when I first started. However do you feel like you are worth more than going pay check to pay check? Lets just imagine if you had an extra \$500 what would you spend it on? (Paint them a picture).

4. "I'm not a sales women"

That's good! This business is really about building relationships. Building trust in relationships and good at keeping those relationships. All you need is a good attitude and people skills. This product is #1 in the country and it sells itself.

5. "Now is not the right time"

There is not ever a perfect time in our lives to try something new. If your life is like mine then there is always something going on. In all actuality things always stay pretty busy. If I could share my perspective with you? Most of the time when we are waiting for the perfect time we are doing just that...waiting. Sometimes when we wait opportunities and benefits pass us by. I would hate for you to pass up all the great things that lie in store for you.

6. "I'm too shy"

Do you want to have those characteristics forever? Would other people say that about you? Because if you are in MK you will come out of that shyness and be with supportive women. Tell me if you like to work with people? And do you prefer one on one or a group? In MK you have the choice and its up to you who you work with.

7. "I have to ask my husband?"

Do you think he will be supportive? What will be most important to him? \$. Ok....do you remember all the ways we make our \$ in this business? (Then set up a time to call her the next day to get back in touch because you know her husband will have questions). If your husband wants you to be happy I believe he will support you".



INCOME PRODUCING ACTIVITIES (IPA'S) FOCUS CHART

Weekly Tracking for Women Committed to Becoming a Director and Driving Free!

NAME: _____ WEEK OF: _____

\$600+ Minimum in Retail Sales a Week (\$300+ Weekly Wholesale Order to be tracking STAR, DIQ & ON-TARGET CAR)
NON-NEGOTIABLES: 6 New Bookings, 4-6 Guests at Events, \$600 Retail Week, Finish Weekly Checklist



1

6 NEW BOOKINGS:

(From Skin Care Parties, Warm Chattering, Referrals, Customer Phone Calls, Etc.)

NAME: _____ DATE OF BOOKING: _____



RULE:

Ask 30 to get 6

2

4-6 GUESTS @ EVENTS:

NAME: _____ DATE/EVENT ATTENDING: _____



RULE:

Invite 12 to get 4

3

CHOOSE HOW TO CREATE A

\$600+ RETAIL WEEK:

SKIN CARE PARTY

HOSTESS: _____

SALES: _____

TOTAL SALES: _____

FACIALS OR ON THE GO APPOINTMENTS

NAME: _____

SALES: _____

TOTAL SALES: _____

CUSTOMER REORDERERS

(Follow-up Calls/ Web Orders)

NAME: _____

REORDER: _____



RULE: 1 out of 5 will join your team after hearing marketing

Text your Director to Schedule Live Calls.

4

SHARE THE OPPORTUNITY:

(3 way Live Call with your Director, Hear Marketing at Event)

CHOOSE 6:

TOTAL REORDERS: _____

TOTAL SALES FOR WEEK: _____

WEEKLY WHOLESALE ORDERED: _____

WEEKLY CHECKLIST:

- Text your Director with your \$100 Days
- Update Team Building Layering Sheet
- Submit your W.A.S.
- Contact your Director for follow-up on potential team members
- Track your Faces on Power Start Sheet
- Turn in IPA Sheet to your Director Weekly
- Place your Wholesale Order to the Company



CRUZE QUALIFICATIONS:

1 to 4 months. \$20,000 Total Personal/Team Wholesale. 14 Active Team Members.

You may contribute up to \$5,000 Wholesale Personally.



DIRECTOR QUALIFICATIONS: Can submit for DIQ with 10 Personal Active Team Members. 1 to 4 months. \$18,000 Wholesale Unit Production. End with 24 Active Team Members. You may contribute up to \$4,000 Wholesale Personally. Must be a STAR Consultant.



DID YOUR ACTIVITIES SUPPORT YOUR GOAL THIS WEEK?

PERSONAL TEAM & CRUZE TRACKING:

PERSONAL WHOLESALE IN THIS MONTH _____
 AMOUNT NEEDED TO COMPLETE \$5,000 MONTHLY MINIMUM _____
 PERSONAL TEAM WHOLESALE IN THIS MONTH _____
 # OF PERSONAL TEAM MEMBERS THAT ARE ACTIVE _____
 NEW PERSONAL TEAM MEMBERS ADDED THIS WEEK _____
 AMOUNT NEEDED TO COMPLETE STAR _____
 PERSONAL WHOLESALE IN FOR QUARTER _____

DIQ TRACKING:

DIQ WHOLESALE IN THIS MONTH _____
 DIQ WHOLESALE NEEDED TO COMPLETE \$4,000 MINIMUM _____
 NEW DIQ TEAM MEMBERS ADDED THIS WEEK _____
 TOTAL # OF DIQ TEAM MEMBERS THAT ARE ACTIVE _____

6 MOST IMPORTANT THINGS TO DO TODAY

Personal/Family

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

Mary Kay

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

Call 5 Customers (Reorders & Follow-up)

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

Call Prospective Appointments

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

Call Personal Team Members

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

Call Prospective Team Members

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

Notes to Write (Hostesses/Team Members/Prospects)

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

Call Back for the Day

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

Errands for the Day

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

Other:

- _____
- _____
- _____
- _____
- _____

7:00	_____
8:00	_____
9:00	_____
10:00	_____
11:00	_____
12:00	_____
1:00	_____
2:00	_____
3:00	_____
4:00	_____
5:00	_____
6:00	_____
7:00	_____
8:00	_____
9:00	_____



Date: -----

10 Personal Contacts a Day

2 Team Members a Day

5 Follow Ups a Day

Date: -----

10 Personal Contacts a Day

2 Team Members a Day

5 Follow Ups a Day

Date: -----

10 Personal Contacts a Day

2 Team Members a Day

5 Follow Ups a Day

Team-Building Layering Chart

Use the chart below to track the different ways you layer your customers with service and team-building information. Remember, not all customers respond to the same approach.

NAME	TRIED PRODUCT	BEEN A HOSTESS	LISTENED TO LLG LINE/PMS BAG/ 3-WAY CALL	HAS A RECRUITING PACKET	ATTENDED MNL OR GUEST EVENT	IS A PREFERRED HOSTESS	GIVEN ANSWER
1.							
2.							
3.							
4.							
5.							
6.							
7.							
8.							
9.							
10.							
11.							
12.							
13.							
14.							
15.							
16.							
17.							

Legacy Area
Why not YOU?



Set the Pace for **Success**

DiSC® for Team Builders

The response to the following statement might help you ascertain someone's behavioral style:
Tell me a little bit about yourself.

	D Dominance	I Influence	S Steadiness	C Conscientiousness
How she will most likely respond to statement	Will talk about her job and accomplishments	Will talk about herself and what she likes	Will talk about her family and the work she does for family or church	Will ask you to clarify the question, perhaps saying, "What do you mean by that question?"
Characteristics	<ul style="list-style-type: none"> • Results-oriented • Career-focused • Makes quick decisions • Direct • Independent • Self-confident • Impatient 	<ul style="list-style-type: none"> • People-oriented • Recognition-focused • Expressive • Loves to talk • Enthusiastic • Impulsive • Not detail-oriented 	<ul style="list-style-type: none"> • Family-oriented • Security-focused • Loyal • Easy going • Abides by the rules • Friendship is important • Slow to change 	<ul style="list-style-type: none"> • Detail-oriented • Perfectionist • Analytical • Exacting • Precise • Organized • Likes the facts
What you might focus on during team-building appointment	<ul style="list-style-type: none"> • Leadership and income potential • Independence • Moving quickly up the career path • Be your own boss • Flexibility 	<ul style="list-style-type: none"> • Working with people • Prizes • Impact she can have on others • Ability to be creative • Recognition • Seminar 	<ul style="list-style-type: none"> • Keeping priorities in order • Time spent with family and how this will help her provide for them • Friends she will make • Free education she'll receive 	<ul style="list-style-type: none"> • Able to work own hours • Personal growth • Leadership • Will appreciate all educational material available
Team-building appointment	<ul style="list-style-type: none"> • Short appointment • Be brief, but thorough • Don't dwell on the fluff • Explain marketing plan • Provide direct answers • Outline steps to leadership roles • Let her do the talking • Will probably decide quickly 	<ul style="list-style-type: none"> • Long appointment • Allow time for relationship-building • Let her do the talking • Simple explanations • Don't bore her with details • Ask her lots of questions • Provide I-stories of people who've been successful • Show pictures rather than written material • Will probably decide quickly 	<ul style="list-style-type: none"> • Give simple explanations • Share the facts about how much it costs, how much time it takes, how to get started • Explain how she'll be able to fit it into her busy schedule • Answer questions • Will probably take more than 1 appointment 	<ul style="list-style-type: none"> • Be concise • Build on Company's credibility • Use facts in print • Answer all questions • Explain exactly what it takes to move up the career path • Will probably take more than 1 appointment