



# WELCOME TO THE UNIT CALL!



Thetford Directors~

As we continue our focus on getting new people strong and quick in the business...I want you to have this flow chart for your first conversation with every new person who comes into your Unit. It's important at this point that you become a business coach. Every new Consultant deserves the knowledge of how to have a strong start.

It's divided into 3 parts...

- I. Welcome and Get to Know Each Other
  - A. Tell me a little about you, your family, your background, your interest...why you decided to get into Mary Kay.
  - B. Tell her a little about you...what your role in her Mary Kay life will be (her business coach). Let her know how you will be communicating with her...live 2 or 3 times weekly here for the first 3 weeks or so...email/intelliverse...send her to my website and let her get hooked up to intelliverse immediately...go on line and get her #. Intelliverse should not be an option.
- II. Go Over...
  - A. New Consultant Packet
  - B. Career Essentials
  - C. Perfect Start/Power Start
  - D. Image...ie Dress Code
  - E. The value of Sales Meetings (promote a prize for attending 6 weeks in a row)
  - F. Hooking her up with an Adoptee Unit (if she is out of town) and making sure she knows when training classes are held.
  - G. Inventory (Does she have an Inventory tape? Does she understand it?)
  - H. Getting her fist recruit in the first month of her business, ie guests at meeting.
- III. Ask her how she is feeling...does she have any questions or concerns? What does her spouse think? How much time can she give to Mary Kay? What are her goals for her first month? What level of inventory does she think she will be able to do? If in visiting with her you can tell inventory is not going to come easy...you may want to mention 30/30. Only if she cannot do inventory...encourage her...let her know you believe in her.

Let me know if you have any questions or if I have missed anything. Whether you do this in person or over the phone, it usually is a 30 minute conversation...but very beneficial to your future working relationship.

Jan Thetford