



***Congratulations on your new team member!*** I am so proud of you for doing what Mary Kay asked us to do, "Pass it on!" You are showing that you are not only committed to growing your business, but you are sharing the Mary Kay opportunity with others and enriching their lives.

# Recruiter Responsibilities

**THE FOLLOWING IS A LIST OF SUGGESTED ACTIVITIES THAT MAY ASSIST YOU IN HELPING YOUR NEWEST TEAM MEMBERS MAKE SUCCESSFUL STARTS WITH THEIR MARY KAY BUSINESS.**

*Team Member's Name & Phone #*

Suggest she watch the Inventory video that was emailed to her & call Kristin immediately.								
Go over the YES! Unit Welcome Packet including the Road Map to Success Tracking Sheet.								
Suggest she make a contact list of 30+ people who have skin, and put a check mark next to the ones she wants to share the opportunity with. Email the list to Kristin so she can schedule her Pearls of Sharing Appointments.								
Make sure she is using the MK products head to toe & trash her other products. Make sure you have done Skin Care & Glamour on her.								
Write her 15 Day Bonus in your datebook so you remember the deadline for her Free Color 101 Look. It's always good to remind her of this date! (Agreement Date = Day 1)								
Give her a New Consultant Pin (Available on Section 2).								
Go over MK Dress Code.								
Bring her with you to MNL, TNL, or your local success meeting! This is imperative to her success and yours. Get her plugged in immediately. Have her bring 2 guests each week!								
Encourage her to attend PINK Boot Camp and mark the dates in her datebook.								
Help her put her Starter Kit together & complete her First Steps on Intouch.								
Show her the yesunit.com website. Make sure she is friends with Kristin & the YES! Unit on Facebook.								
Show her how to use www.marykayintouch.com. Set up Personal Website and profile, set up Pro Pay account, enter customer profiles, and online ordering.								
Show her how to do a Weekly Accomplishment Sheet (WAS) online.								
Help her schedule a business debut or grand opening party! Be there to assist her with it. Once the party is scheduled, teach her how to coach it.								
Suggest she open a separate checking account for her Mary Kay business.								
Help her book her Power Start & call her after each party. Ask her how many were there, how much she sold, how many sets she sold, how many follow ups she booked, and who she wants on her team.								
Does she understand the Star Consultant Program? Show her the benefits.								
Have 3 or more parties scheduled on your personal datebook to bring her with you to observe as part of her training.								
Encourage her to finish her Pearls of Sharing and Power Start.								
Send her a handwritten thank you note, welcoming her to your team. Continue to send encouraging notes.								
Help her join our Unit Facebook Group. <a href="http://www.facebook.com/groups/yesunit/">www.facebook.com/groups/yesunit/</a>								
If she is wanting to move up the Mary Kay career path, please add her to the Super Sharpe Future Directors Voxer group.								