

## *Pearls of Sharing Calls*

**STEP 1:** When doing the individual closing after an appointment/party, ask,

***“Would you be willing to help me with my training and watch a video about Mary Kay and give your feedback? You will get a free gift and it helps me learn how to share about the business with my customers.”***

Then text her this link to our website or a link to a certain video that I have given you to use. Schedule a time to do the follow up call. Tell her it will take about 20-30 minutes and her feedback is so helpful!

<http://amykemp.me>

***“So I am texting you the link now and then you can choose a video to watch and then we will do the follow up call. When’s good for you? The call will be with my trainer, Bridget, and will take about 20-30 minutes. Would tomorrow at 8:30 pm work?”*** Tell her that you will text her to remind her!

**STEP 2:** After you send the link, text her to make sure she got the video link. Remind her of the call the morning of the scheduled day. Don’t forget to let me know when the call is scheduled too!

**STEP 3:** Call your customer and then add me to the call once you are ready. Introduce me to your customer and tell me a little bit about how you know each other.

## QUESTIONS for Sharing Call/Coffee:

- \*Tell me about yourself.
- \*What do you like best about your current situation?
- \*What would you change if you could?
- \*What dream would you like to come true 5 years from now?
- \*Tell me your opinions/thoughts of the video you watched?
- \*Of everything that she talked about, what impressed you the most?
- \*If I could tell you anything about how a Mary Kay business works, what would you want to know?
- \*What's something you would enjoy if you were a consultant?
- \*What's something you would be good at?
- \*What's a fear or something that might hold you back from every doing this?
- \*Do you remember in the video how you get started?

(Share details about Starter Kit and orientation to create their own business plan.)

***“So that’s what the beginning looks like. From there you can decide how much or how little you want to do. You have total flexibility and I am there for you every step of the way to do your***

***training and to guide you and answer questions.”***

If she seems interested in learning more about how she can make money in the business you can ask this questions and share more:

\*If you were going to do this to make some extra money, how much would be a worthwhile amount to make in a month? (show her how much time it would take to make that amount with average party sales.)

1 party a week- \$200 sales, \$100 profit in 2-3 hr  
Plus reorders -\$400 in a month.

2 parties a week- \$400 sales, \$200 profit in 4 -5 hr  
Plus reorders - \$800 in a month

There are greater income possibilities as you build a team and earn commissions from Mary Kay. You earn 4% commission on anything your team members order from Mary Kay and that will grow to 13% as your team grows. You can even earn a free car and many bonuses including trips around the world and even a retirement package as you move up into directorship! The sky's the limit!

\*So if you had to rate yourself on how ready you would be to get the Starter Kit, where would you be on a scale of 1-10. 1 being never in a MILLION years and 10 being, sure, I am ready to get the Kit, get a great discount and give it a try to see what it's all about!

And you can't say 5 b/c it's on the fence and that's not a comfortable place to sit!

\*And why did you say that number?

\*What holds you back from saying a higher number?  
Overcome objection with understanding and giving a solution.

\*"If \_\_\_\_\_ weren't an issue, would anything else hold you back?"

\*Overcome Objection #2 then say "If \_\_\_\_\_ weren't an issue, would anything else hold you back?"

\*Overcome Objection #3 then say "If \_\_\_\_\_ weren't an issue, would anything else hold you back?"

It sounds like you would make a great consultant because \_\_\_\_\_. Why don't you get the kit and give it a try? I think you would be great!

\*So if it's OK with you, I am going to email you the **online order form** for the Starter Kit so you can look it over some more and give this some thought. You will be able to read some more details online and submit it if you are ready!  
Thanks so much for helping with the sharing call!  
You were a big help to our training process. I will mail you a gift. What's your address?

**STEP 4:**

Send her the Starter Kit Online Email invite from Mary Kay Intouch.

Text her to make sure she got it. It could accidentally go to Junk Folder.

After a couple days you should follow up to see if she read the online order form. Ask these questions-

\*Thanks again for helping me with my training. Did you get your gift in the mail? I was wondering if you had given any more thought to joining my team. (or talked to your husband, mom, etc) I think it would be so fun to do this together. You are such a \_\_\_\_\_(friendly, organized, enthusiastic, helpful, outgoing, good with makeup, etc) person. I think you would be great at doing what I do! And I will be here to help you every step of the way!

\*What do you think? (if she has an objection, give her a solution to that problem)

\*So if that wasn't really holding you back anymore, do you think you are ready to get the Starter Kit? I'd love to have you as a team member! (if there is an end of the month

incentive you can offer her the special gift or offer the free Satin Hands set as a sign on bonus)

If she isn't ready, invite her to come to an event with you. Hopefully she will also be hosting a party for you and that will be another layer to let her see how the business works.

Team building requires lots of layering and follow up! 1 in 5 will sign up. Some decide quickly and others take years of layering! Don't give up and always share with everyone! You never know who may need this opportunity!