

Dare To Share With A Dozen!

QUALIFYING THE PROSPECT

1. They're between the ages of 20-35
2. They're credit worthy (they own a car or house and hold a job)
3. You have facialed them or they were a guest at a skin care class (they enjoyed the product)
4. Open minded enough to listen to the facts (took a CD)

SETTING UP THE APPOINTMENT

5. Set up a date and time to share the facts of the career
6. Ask them to "Tell me a little bit about yourself"
7. Ask them "What do you like (best and least) about what you do?"
8. Determine her personality style as best you can

<u>D</u>	<u>I</u>	<u>S</u>	<u>C</u>
(Dominant)	(Influencing)	(Steadiness)	(Compliant)
Likes to be in charge	Enjoys fun & recognition	Family oriented	Very detail oriented
Gets right to the point	Likes to talk & life of party	Quiet & supportive	Likes to read fine print
Decisive, fast paced	Not detailed, always on go!	Slower paced & shy	wants proof/ slow to change

AT THE APPOINTMENT

9. Ask them "What intrigued you most about what you heard on the CD?"
10. Ask them "If you were ever to get involved with MK what would you like to get out of it that would make you think it was a good decision?"
11. Ask them "What if anything would make you hesitate about getting started?"
12. (with her answers to the above questions in your mind) Share the Recruit Notebook and ask them "Is there any reason why you wouldn't want to fill out your agreement and order your starter kit today?"

Place your message here. For maximum impact, use two or three sentences.

I'm Looking for Women Who Have The Guts To Share With A Dozen Women!

Jesus changed the world with a dozen men who had guts and were willing to follow Him! I'm looking for a Dozen women who have the guts to share with a Dozen women and watch their world be changed too! Use the above 12-Step outline to Qualify and Share the Career, then record your results on your "All-Star" tracking sheet for the month. When you Dare to Share with a Dozen you will receive a beautiful prize selected just for you!

Your "Gutsy Cheerleader"
Julie