

# Team Building...Who is a quality prospect?

One of the benefits of being a business woman with Mary Kay is the fact that we have the opportunity to choose who we would like to work with! Working with women who are physically, emotionally, spiritually and financially healthy will provide for a strong team and dynamic future Unit! **When determining whether or not to interview a candidate for your team, take an objective look at her and ask the following questions of her (to yourself). Remember, our business works best on RULES rather than exception.**

<u>RULE</u>	<u>EXCEPTION</u>
<input type="checkbox"/> She pays the mortgage payment monthly.	<input type="checkbox"/> She rents an apartment or lives with family.
<input type="checkbox"/> She has available credit and uses a checking account.	<input type="checkbox"/> She pays only cash.
<input type="checkbox"/> She has a support system (husband, family, etc).	<input type="checkbox"/> She is a single mom or has no support system.
<input type="checkbox"/> She has purchased a Skin Care System.	<input type="checkbox"/> She has purchased just 1 or 2 items.
<input type="checkbox"/> She has integrity-holds appointments made.	<input type="checkbox"/> She's cancelled or rescheduled an appt with you.
<input type="checkbox"/> She has in depth questions about Mary Kay.	<input type="checkbox"/> She has vague interest in knowing about Mary Kay.
<input type="checkbox"/> She asked how many hours you work.	<input type="checkbox"/> She asked you how many hours do you HAVE to work.
<input type="checkbox"/> She asked how much inventory is best.	<input type="checkbox"/> She asked if you HAD to have inventory.
<input type="checkbox"/> She would do things the Mary Kay way.	<input type="checkbox"/> She looks for shortcuts, curses and speaks negatively.
<input type="checkbox"/> She has high standards for her appearance.	<input type="checkbox"/> She places little importance on her appearance.
<input type="checkbox"/> She could write a check today for her Starter Kit.	<input type="checkbox"/> She has to wait to save money for her Starter Kit.
<input type="checkbox"/> She has expressed a desire to want to make a change.	<input type="checkbox"/> You have impressed upon her a need to make a change.
<input type="checkbox"/> She is an optimist (the glass is half full!).	<input type="checkbox"/> She is a pessimist (the glass is half empty).
<input type="checkbox"/> She is 25 or older.	<input type="checkbox"/> She is 24 or younger.
<input type="checkbox"/> She has a bright cheerful spirit.	<input type="checkbox"/> She doesn't smile often.
<input type="checkbox"/> She has a passionate quality about her.	<input type="checkbox"/> She reveals little emotion.
<input type="checkbox"/> She enjoys a challenge.	<input type="checkbox"/> She would rather be a follower.
<input type="checkbox"/> She maintains strong eye contact with you.	<input type="checkbox"/> She finds it difficult to look you in the eye.
<input type="checkbox"/> She has been highly successful in previous endeavors.	<input type="checkbox"/> She has half heartedly pursued other things.
<input type="checkbox"/> She has a strong work ethic.	<input type="checkbox"/> She lives on public assistance.
<input type="checkbox"/> She loves Mary Kay products.	<input type="checkbox"/> She has never tried the products.
<input type="checkbox"/> She has a great bounce-back ability.	<input type="checkbox"/> Obstacles tend to stop her.
<input type="checkbox"/> She is a decision maker.	<input type="checkbox"/> She often has to ask others for their opinion.
<input type="checkbox"/> She has a strong self confidence.	<input type="checkbox"/> She often seeks approval of others.
<input type="checkbox"/> She uses her children as a reason to begin.	<input type="checkbox"/> She uses her children as an excuse not to start.
<input type="checkbox"/> She owns a car.	<input type="checkbox"/> She owns no car or only has one in the family.
<input type="checkbox"/> She purchased her products in full.	<input type="checkbox"/> She used the payment plan.
<input type="checkbox"/> She is emotionally centered.	<input type="checkbox"/> She allows her emotions to run her.

**QUALITY PROSPECT: 20 OR MORE IN THE RULE COLUMN.**

**Desirable Prospect: 15-19 in the Rule Column.**

**An Exception: Less that 15 in the Rule Column.**

**She's more likely to be a good customer. Ask yourself, "If my team consisted of all Consultants just like this prospect (An Exception), would I have a successful, professional and goal oriented team.**