

## **NSD Kathy Rasmussen's Team Building Training**

Marketing Information (Kathy was recruited by taking printed material home in a folder. Her husband read it and told her to join Mary Kay.

### **What to put in Marketing folder:**

Company teambuilding brochure

- Applause magazine (or photocopy) showing commissions
- Look book
- Agreement

### **Interview**

#### **Opening:**

Tell me about your previous work experience.

Tell me about your work ethic.

#### **Body:**

In your wildest dreams, if you would ever consider starting a business like Mary Kay, what do you think are the 5 most frequently asked questions (about the business)?

Have her write down her list of questions (gets her more involved).

Go back through and answer each question.

#### **Close:**

Do you have any more questions or concerns or can we get you started right away?

Notes on common questions:

\*How much money can you make? (show Applause magazine)

\*How much time does it take? (begin with 10 hours a week...Kathy points out everyone can find 10 hours a week.)

\*How do I find my customers/team members? (we teach you all this in our ongoing education program at our weekly meetings- selling her on the meetings)

\*Does it take a special type of person to be successful in MK? (can point out Myers-Briggs training and how all types of personalities are successful in MK)

\*How do I get started? (show starter kit)