

Team Builders

Congratulations on becoming a new team builder in our Williams Area, record-breaking unit!

As a team builder, you are in a position of leadership. Leadership requires taking responsibility, operating from the highest levels of integrity at all times, being dependable & a woman of your word, and remaining positive in all situations.

As a leader in our unit, we are counting on you to set the example of being a woman of excellence. Your team will follow your example. The speed of the leader determines the speed of the gang. Leadership is influence.

Your role is to build up others through your positive attitude and go give spirit. Your team members will reflect excellence as you help lead them to discover their God given potential and dreams of the heart.

Please follow these suggestions as you continue to build your team on your way to directorship.

1. Contact your new recruit 2-3 times each week for her first 4-6 weeks in the business. She needs to hear how much you believe in her and know that you are here to help!
2. Please make sure your new recruit is “plugged in” to all of the resources that are available to her i.e. an email account, is accessing our website, attends meetings regularly, completes new consultant training.
3. It is your responsibility to make sure that your recruits are well informed about our meetings and event dates and times, the Mary Kay image policy and our golden rule principle. Please discuss these things with her immediately after she has signed her agreement. Strong teams are those who follow our Mary Kay principles.
4. Please do not ever “vent” or share negative thoughts with your team member. Reach “up”-to your director if you have negative emotions that need to be shared. Your team members are not a garbage can to dump emotional junk in-and they will never view you the same once you have crossed this line. Your negativity will breed their negativity and it is likely that your team will struggle and have difficulty succeeding. Focus on being positive always and you will spread positive energy everywhere you go.

Please go to www.marykayintouch.com, then Learn MK, then Moving up the Career Path. Here you will find all the levels & perks of the Mary Kay Career Path.