

# We have more sUccess with U!

## The Recruiter's Checklist



**Together Everyone Achieves More**

These are suggestions to bond with your new team member and increase her success! When she succeeds-you do, too! We are in this together to support your new team member. Feel free to add your own ideas to the suggestions below.

My Team Name/Goals: \_\_\_\_\_

Welcome her with a voice/text message or card.  
(Put her contact information in your phone for quick referencing.)  
Acknowledge her Birthday or other special life events/achievements.

Provide team members with a Mary Kay pin. If possible, be at/invite her to the Welcome Ceremony at Success Event. (Give to her when you're together or mail her the pin.)

Show an interest in her Mary Kay goals...ask about them, write a note encouraging her.

Follow-up to see if she set up her website, propay, private customer facebook page; got the additional items she will want to have for her appointments/business – cotton balls, cotton pads, q-tips, pens, headbands, binder/notebook; MKConnections Business Kit.

Invite her to all MK "events" – when you're attending message her to join you-meet together or when applicable ride together.

When you are doing something in your business, message team members: PCP, a special post, inviting guests to events, holiday promotions, networking opportunities

Know where she's at for her Great Start Bundles

Track your team production for bonuses, career path advancements, 2<sup>nd</sup> tier opportunities and recognition

OTHER IDEAS/VISION you have:

### Living the Mary Kay Legacy

"We can feel good that we didn't take from someone else, we simply gave and it was given back to us. I like to think that we didn't actually need handrails to reach the Mary Kay stage because one hand was always reaching up to the woman ahead of us and the other reaching down to the woman below until **we all stood together, arm in arm, enjoying one another's success.**" ~ NSD Emeritus Doretha Dingler