

Recruiting Packets

Select 4 different colored professional two pocket folders
(Remember, we represent a 2 billion dollar business)

Put the folders together by personality types as follows:

D Personality

(decision-maker, wants to know how fast she can get to the top)

Black Folder

A copy of the commission and bonuses in the Applause
Beauty Book, not the Look Book
Color Copy of Starter Kit
Dreams are Beautiful with the National Suit Showing
Agreement Face up
6 Avenues of Income

I Personality

(She wants to have fun and still make money)

Orange Folder

Look Book
Star Consultant Prizes
Dreams are Beautiful with the cars showing
Color Copy of the Starter Kit
Agreement Face up
6 Avenues of Income

S Personality

(Loyal and slow to make change)

Blue Folder

Beauty Book
Stories of Families
Color Copy of Starter Kit
Agreement with the Back Up
Dreams are Beautiful turned with the Consultant picture showing
Your training schedule
(many to choose from as not to interfere with her family)

C Personality

(loves details and wants to know about the tax deductions)

Gray Folder

Beauty Book
Any Tax Information
Agreement with Back Up
Dreams are Beautiful
Training Schedule
CD on the Company
Applause Magazine

Have these organized and ready to go at all times. Have at least 5 per personality. Take them to your classes, have them in your car, have them in your briefcase.