

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