

# RED JACKET Team Builder CHECKLIST



- Build a 3-way text or Facebook messenger** with your New Consultant and Director welcoming her to our family. Send them a picture of the Quick Start 6 Most Important list with sample message below:
  - Sample Message. *(Director Name) I am so excited to introduce you my newest consultant (\_\_\_\_). She is going to be a blessing to our MK family because \_\_\_\_\_. (New consultant) this is our Director (name) she is our MK mentor I think you will love working with her because \_\_\_\_\_.*
  - Here is a quick 5 minute video so you can hear how our company got started from our founder Mary Kay Ash! <https://bit.ly/MaryKayAshINTRO> Let me know what you think!*
  - Diana will send a text every other day with some fun short MKA videos and encouragement. On day 2, the text will include the link for the Peek into Pink so she can earn her pearls.
  
- Brainstorm with her** on ways to introduce her Start Up Specials.
  
- Book a time** within 2 days for a 3-way chat so your Director can tell your New Consultant about her free products and the Pearls of Sharing Program.
  - After your Director has gone over products and pearls (30 minutes), you will take over the conversation for the last 30 minutes:
  - Set up her website and ProPay. Let her know she might want to have a separate bank account for her MK business.
  - Start-up Special for her first 6 clients.
  - Schedule a date for her first gathering.
  - Strategize with her to come up with her list of 6 women and explain the portfolio options and the simple "Can I borrow your face, I need to practice".
  
- Bond with her.** Here are some other suggestions to work with your new team member depending on their goals.
  - Work with her to have a plan for her first financial goal and then find creative ways to encourage and remind her.
  - Chat with her daily for the first 2 weeks and then go to a Mon, Wed, Fri check in.
  - Have her observe you holding a couple of appointments.
  - Highly encourage her to join us at your weekly success events and any upcoming conferences.

