

Suggestions for Sharing Inventory Options using the Inventory with LOW RISK Sheet

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Modified by Jim Childers

As a consultant you may have to be responsible at times to share Inventory Options with your new team members. It is my suggestion that you wait to share this information after the decision has been made to join Mary Kay. During the interview process they may ask about inventory and I would suggest you not “brush off” or refuse to answer that question. If that happens, I usually say “you will have a choice whether you carry inventory and how much. You may choose to have an arm full or a trunk full but that will be a decision I (or my director) will guide you through once you’ve made the decision to become a consultant.”

In my experience, it is best for a prospect to make one decision at a time. I have probably scared some away by sharing inventory during the interview process. If I had waited until after the \$100 decision was made, they may have then been able to see the importance of starting with inventory. Of course, there are times when you have to share immediately - for example, at the end of the month and there is a special on they would miss by waiting until the following month.

To Prepare:

- Print out the Inventory with LOW RISK sheets for the \$600 - \$3600 wholesale orders
- Print out several of the Inventory with LOW RISK Blank Sheet
- Print out several of the New Consultant Inventory Worksheet
- Print out the current Inventory Options Chart showing the free products for the current month/quarter.
- Be sure to have copies of the current Ready Set Sell Brochures (on Section 2 #002879 5/\$1.00 that will show colored pictures of each package and what the new consultant bonus is.
- Have the current Quarterly Contest Prize Brochure!

Put the copies of the different levels of Inventory with LOW RISK in paper protectors and put in a notebook or the back of your recruiting notebook.

Have several copies of these items in your notebook to use with each new team member:

- Blank Inventory with LOW Risk
- New Consultant Inventory Worksheet
- Current Ready Set Sell Brochures.

Have them fill out the New Consultant Inventory Worksheet to determine which package best fits them based on their desired profit and time commitment. Then give them the **blank** Inventory with LOW RISK sheet to fill in the blanks with the figures you tell them for the package based on their calculated points. (You will have all the figures in front of you in your notebook mentioned above)

If their calculation is for less than \$600 wholesale range, I would show them the \$1800, \$1200 and \$600 so they would see the benefits of the free products. Depending on your belief in their potential, you may want to start at the \$3600 and move down to the \$600. Always give choices.... people usually pick the middle choice!

Another very helpful tool is Stacey James’ CD, Inventory Options, which can be obtained from your MaryKay Intouch page. This tape takes your new team member through the inventory choices. Also give them a copy of Linda Toupin’s “Choices” CD, which is a great recruiting tool (also \$1.00 each). Linda’s CD can be obtained from Wholesale Tape Company @ 1-800-218-7228. Stock up on both of these tapes!