

**Congratulations!  
You're building  
your team!**



New Consultant:  
\_\_\_\_\_

Signed: \_\_\_\_\_

Free Color 101 Look

Deadline: \_\_\_\_\_

Qualified for Star credit

deadline: \_\_\_\_\_

**RECRUITER CHECKLIST #1**

- \_\_\_ Pin team member right away with Mary Kay logo pin. Do not wait until the meeting.
- \_\_\_ Give Packet & Tape on Inventory  
(follow up within 24 hours)
- \_\_\_ Schedule Grand Opening.  
(within the next 2 weeks)
- \_\_\_ Help team member with her contact list.
- \_\_\_ Help her order business cards
- \_\_\_ Provide weekly meeting information.  
(pick her up for the 1st 3 meetings and encourage her to bring guests)
- \_\_\_ Take recruit to new consultant orientation
- \_\_\_ Have her observe 2 skin care classes
- \_\_\_ Help Team Member set Mary Kay Goals

The above is your responsibility during her first 6 weeks. Call your new recruit after each class and go over her sales, bookings, and potential recruits. The more success you help others attain, the more successful you will be too!!



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