

# 10 Top Recruiting Tips FOR MARCH

by Shelly Gladstein, NSD

1

**Put your honest effort in.** Don't just go through the motions—you have to put your leg over the fence and your heart over the line. Let people know you care about them—after all, they are joining YOUR team.

2

**ASK people to LISTEN.** Don't ask them to join. Tell them you have an idea that they need to explore with Mary Kay—let's do coffee—you'd like to see what they think.

3

**READ positive literature DAILY.** Don't get off that wagon.

4

**STAY excited about their possibilities.** Get them psyched about the company first, not inventory.

5

**Be a people mover!** Move them off your "maybe" list onto a "yes" or a "discard." Move ON!

6

**Appointments are guest events.** Make sure you have at least 10 guest events (shows count) in one month.

7

**Make a list** of everyone you want to BOOK and everyone you want to RECRUIT and keep it organized and growing.

8

**Be proactive about booking** 10 classes immediately. Book, double book, offer MORE. Directors, whatever you challenge your unit to do, you do it too!

9

**Have your motto** become, "let it be me that is the initiator"—and don't get distracted.

10

**Get it totally straight that you WILL get a GOLD or Double GOLD.** Have it in your head and heart and be completely purpose driven.

