



# Tiffany & Co. Unit

## Recruiter Responsibilities

Congratulations on your new team member! I am so proud of you for doing what Mary Kay asked us to do, "Pass it on!" You are showing that you are not only committed to growing your business, but you are sharing the Mary Kay opportunity with others and enriching their lives.

The following is a list of suggested activities that may assist you in helping your newest team members make successful starts with their Mary Kay businesses.

	<b>New Team Member Name</b>						
Suggest she listen to our Unit Business Plan Hotline & CALL TIFFANY immediately after. The number is 641-715-3900 ext 21125#							
Suggest she make a contact list of 30 people who have skin, and put a star next to 10 of them who she wants to share the opportunity with. Email the list to Tiffany for her Mary Kay car decal!							
Encourage her to do her 7 Day Selling Contest to win her Pink Ice Ring!							
Make sure she is using the Mary Kay products head to toe & trash her other products.							
Write her 15 <sup>th</sup> day in your datebook, so you remember her deadline for her free Color 101 Signature Look. It's always good to remind her of this date!							
Bring her to your Weekly Success Events! These are imperative to her success, and yours! Get her plugged in immediately. Have her bring 2 guests each week! Mark the first 12 weeks in her datebook.							
Encourage her to attend New Consultant Orientation with Tiffany.							
Show her how to join the <a href="http://www.tiffanystout.com">www.tiffanystout.com</a> website, our Tiffany & Co. Unit Facebook page, and <a href="http://www.marykayintouch.com">www.marykayintouch.com</a>							
Help her put her Starter Kit together & complete her First Steps on InTouch.							
Help her schedule a business debut or grand opening party! Be there to assist her with it. Once the party is scheduled, teach her how to coach it.							
Suggest she open a separate checking account for her Mary Kay business.							
Does she understand the Star Consultant program? Show her the benefits.							
Show her how to do a Weekly Accomplishment Sheet.							
Help her book her Power Start & call her after each party. Ask her how many were there, how much she sold, how many sets she sold, how many follow ups she booked, and who she wants on her team.							
Have 3 or more parties scheduled on your personal datebook to bring her with you to observe as part of her training.							
Encourage her to schedule her Pearls of Sharing with Tiffany.							
Send her a hand written thank you note, welcoming her to your team. Continue to send encouraging notes.							