

HOW TO USE THE

TEAM-BUILDING

playbook

Learn why the Team-Building Playbook is an amazing resource for sharing the opportunity.

Learn how to recruit prospective team members using a layered, professional approach with this easy-to-use resource. The genius behind this resource is its thoughtfully crafted language and seamless design, allowing you to share the Mary Kay opportunity with confidence!

YOU'LL LEARN TO:

- Gauge interest in the opportunity through short, simple conversations.
- Follow up with those who express interest in the opportunity.
- Maintain relationships with those who may be interested in the future.

MARY KAY®



TIPS FOR USING YOUR TEAM-BUILDING PLAYBOOK

Prep for team-building interactions by walking through the playbook and getting familiar with the information so you can present it in the most professional way possible.



- **Read** the playbook aloud to get familiar with its contents.
- **Plan** to share your personal experiences and stories where prompted.
- **Review** the *It Just Fits*® videos you'll be presenting to potential team members.
- **Know** the startup options you'll be offering to potential team members.



Remember,

the Mary Kay opportunity can be a life-changing experience, so present it with enthusiasm!

Mary Kay Ash said,

“If you act enthusiastic, you become enthusiastic, and it spreads like wildfire!”



Review the Team-Building
Playbook now!