

Lead with CONFIDENCE!

Best practices to consider for Mary Kay team-builders.

LEARN TO LEAD.

Congratulations! You are now the leader of a small group of people who are looking for your guidance as they start their Mary Kay businesses. You can use this list (along with a strong partnership with your Independent Sales Director) to help guide you along your leadership journey, strengthen your personal business and even move along the Mary Kay career path. Leadership starts with you and continues with your team, so keep these tips in mind as you work your business full circle.

LEAD YOURSELF.

- **MAKE** your personal Mary Kay business a priority.
- **IDENTIFY** your next business goal and plan to achieve it.
- **KNOW** how you get paid as a team-builder.
- **LEARN** and integrate the *Great Start*™ Program into your Mary Kay business.
- **PARTICIPATE** and engage at your Sales Director's weekly unit meetings.

LEAD YOUR TEAM.

- **ATTEND** and/or facilitate your new team members' *Great Start*™ Grand Openings.
- **UNDERSTAND** why your team members are excited about their Mary Kay businesses. (This can help motivate and inspire them as well as help them be accountable.)
- **CONNECT** with your team members on a regular basis to ensure they have what they need to stay engaged in their businesses.
- **ENCOURAGE** your team members to attend weekly unit meetings, educational opportunities and Company events and to engage with other Independent Beauty Consultants to get more acclimated to their businesses.
- **RECOGNIZE** your team members' efforts by reaching out with positive feedback.

MARY KAY

The Company grants all Mary Kay Independent Beauty Consultants a limited license to duplicate this page in connection with their Mary Kay businesses. This page should not be altered from its original form nor incorporated into other materials. For a printable version of this page, go to *Mary Kay InTouch*® website.

MK® / MARY KAY® / © 2023 MARY KAY INC. J2009704 9/23 PRINTED IN U.S.A.

