

Connecting to your network

YOUR NETWORK IS ONE OF THE MOST VALUABLE ASSETS IN YOUR BUSINESS. DEVELOP YOUR CONNECTIONS AND CULTIVATE THOSE RELATIONSHIPS

Your Mary Kay business grows through conversations with people. From building a team to bringing on new customers, it all begins with building a robust list and opening the conversation.

tips for building your team

- Be open to anyone. Every connection could lead to an opportunity to build your business. Learn to listen for opportunities to bring your business up in conversation.
- Don't let names build up on your list without calling them. If you don't call, someone else will.
- Always keep your list with you. You never know when you will have an opportunity to add someone new.
- Remember to ask for a prospect's contact information in addition to giving them your information.



who should you add?

PEOPLE YOU KNOW

Take a moment and write down the names of all the women you know on your Mary Kay List. Don't over think it and don't prejudge.

This may seem easy, but you will be surprised how many people you know.

This can be your friends, family, cousins, neighbors, work associates and other people you know from your community. Write them all down!

Go through your contact lists (phone/planner, Facebook, LinkedIn).

EXPERIENCES YOU'VE HAD

Think about a time when you were with a group of people who accomplished something that made you proud.

What women were with you? Who put in the extra effort?

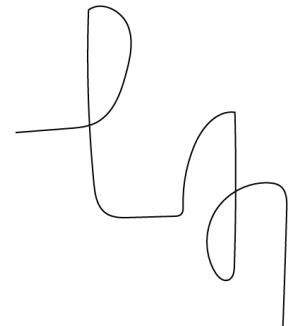
Who stayed positive no matter what? Are these women on your list?

By thinking about women with traits that you admire, you can think more broadly about women you would like to work with on your team!

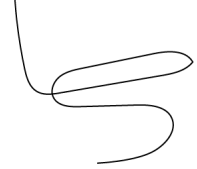
BESIDES YOUR FRIENDS & FAMILY, WHAT ABOUT THE PERSON...

- ... from your old job?
- ... from school or college?
- ... you know from your favorite sport or hobby?
- ... from your child's activity?
- ... from your church?
- ... from community activities?
- ... from whom you rent?
- ... to whom you sold a house?
- ... who checks you out at the grocery store?
- ... who helps you at the cleaners?
- ... that you met on vacation?
- ... who checked you in at your hotel?
- ... who gives your child lessons?
- ... who cuts your hair?
- ... who fills your prescriptions?
- ... who leads the PTA?
- ... Girl/Boy Scouts?
- ... who works at your gym?

- ... who booked your last vacation?
- ... who recently moved onto your street?
- ... who is your bank teller?
- ... that you met through your husband/significant other?
- ... who was your nurse?
- ... who was your maid of honor?
- ... who was your cleaning lady?
- ... who you met waiting in line?
- ... who is your child's teacher?
- ... who is the parent in the car pool line?
- ... who is the secretary at your work/school?
- ... who sells you your clothes?
- ... who sells you your shoes?
- ... who sold you your glasses?
- ... who is a waiter at your favorite restaurant?
- ... who you met at a business luncheon?
- ... who helped you at the jewelry store?
- ... the salesperson to give great advice?



contact list



WHO DO YOU KNOW WITH SKIN? WHO WOULD YOU INVITE TO YOUR WEDDING?

NAME AND PHONE/EMAIL

NAME AND PHONE/EMAIL

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26 _____

2 _____

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