

ALLSTARS UNIT - ADDING NEW TEAM MEMBERS @ PARTIES

Step 1: Tell your I-story at the beginning of the party. At the end say, "watch me tonight, see if you could EVER see yourself doing what I do. Also, so you're not wondering the entire night, it's just \$30 to start for what is called the e-Start or you can do the \$130 + tax & shipping to start, & you get TONS of full size products that I'll be using tonight. Here is what's in it." (then, talk briefly about what comes in the starter kit)

Step 2: After playing "deal or no deal" for bookings, play either the purse game or what's in my bag. Each game goes over the MRS CAB information: M=Money R=Recognition, S=Self Confidence, C=Car, A=Advantages/Advancement, B=Be Your Own Boss/flexibility

< Supplies that are helpful: Starter Kit, Car flier >

Step 3: Have everyone fill out the 1-10 form with feedback on it. This document is on www.debraallison.com/consultant_education/education_center, and there is also a google form link to use for virtuals.

In the individual consultation at the end of the party:

- 1. Write up/finalize what she is buying & book her second appointment.**
- 2. Ask "I see you were a ___ on the interest scale, tell me about that." (keep asking her what her reason would be FOR doing MK)**
- 3. Ask "besides that feeling of when you start something new (insert example of discomfort of starting a new adventure) & everything is uncomfortable and uncertain for the first few weeks, what would it take for you to go from a ___ to a 10? (listen and answer questions)**
- 4. Ask her if she wants to join your team, say "I had a blast with you tonight & would love to work with you, you seem excited about it...what are YOU thinking?" When she says YES, open www.marykayintouch.com and go to Business Tools/Online Agreements/Create a New Agreement, and have her order her start up of choice.**