

Connecting to your Network

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

Your 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 list

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.

DON'T FORGET TO ADD TO YOUR LIST THE PERSON...

- ...from an old job?
- ...from school or college?
- ...from a hobby?
- ...from your child's activity?
- ...from church?
- ...from community activities?
- ...from whom you rent?
- ...from whom you sold house?
- ...who is a friend of a friend?
- ...who dry cleans?
- ...that you met on vacation?
- ...who checked your hotel?
- ...who gives you child lessons?
- ...who cuts your hair?
- ...who fills your prescription?
- ...who leads the PTA?
- ...from Girl/Boy Scouts
- ...who works as a receptionist?
- ...who was your maid of honor?
- ...who is your cleaning lady?
- ...who you met at a store?
- ...who was the bride you knew?
- ...who is your child's teacher?
- ...who is the secretary at your work?
- ...who sells you your clothes?
- ...who sells you your shoes?
- ...who sold you your glasses?
- ...who is the wait staff when you go out?
- ...who you met at your last luncheon?
- ...the last person the give great service?
- ...who sells baskets? candles?
- ...who lives near you?
- ...who is your bank teller?
- ...who is your florist?
- ...who is your nurse?

WHO SHOULD YOU ADD TO YOUR LIST?

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 have 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 happened? 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!