**Sharing & Building Your Sales Force (OPENING & CLOSING the Sharing Appt!)**

**Mindset:**

The purpose of the marketing apt. is to share with/interview others to see if they would be a good candidate “fit” for the sales team that you are developing. YOU ARE DEVELOPING A SALES TEAM!

Opening:

By the end of the apt., the two of you will know enough about each other, and you will provide enough info to her, for her to be able to make an educated decision on whether or not she’d like to be part of the MK company, and your specific team

**Body:**

* MK culture
* MK values
* MK business structure
* MK compensation plan/opportunity for unlimited financial gain & tax advantages of being an entrepreneur vs. employee
* Your team’s vision/purpose
* Overall “fringe benefits” of being part of the MK company (education, self-improvement, spiritual growth, sisterhood, Cinderella gifts, part-time income)

**Close:**

Closing questions

Scale 1-10 or ABC.

If 10 or A, pull up agreement and walk her through it

Explain first thing that will happen is orientation within 24hrs with husband

Follow up in 24hrs/sleep test FOR A DECISION (one way or another)… so she will have something to be excited about vs. something to wonder/worry about. $100 decision. No risks. What will hubby say?

Director will call for a courtesy call… she will be your business coach and trainer if YES

Preemptively address fear of unknown.

Send an online agreement

**Follow Up:**

Get a yes or no. If yes, walk her through agreement. If no, book her for a party or the next thing (preferred hostess, NEXT event, NEXT meeting)