

LEARN TO LEAD.

Best Practices to Consider as You Become a Mary Kay Team-Builder

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 you flex your leadership muscles, build your personal business and move up the Mary Kay career path!

Successful 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 make a plan to achieve it.
- **Know** how you get paid as a team-builder.
- **Integrate** the *Great Start* Action Plan for team-builders 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 keep them accountable when necessary.)
- **Connect** with your team members on a regular basis (via text, email, phone call, handwritten notes, etc.) 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** (via text, email, phone call, handwritten notes, etc.) your team members' efforts!

MARY KAY