RECRUITING IS A LAYERING PROCESS

Mary Kay Ash teaches us that there is a new Beauty Consultant at every class, so let's work the Mary Kay way!
Build strong, fast, and consistently with **The *3-3-3* Plan**!
3 skin-care classes held **weekly**, $***300*** in sales **weekly**, and ***3*** recruiting interviews **held weekly**!
Our goal is to close our prospects, using the layering process, with a **YES** or NO answer within a 2 week period.

	Name & Number	Has Tried Product	Has Been a Hostess	Has Been Interviewed	Has Recruiting Info	Has Listened to Tape/CD	Has Attended Mtng/Event	ANSWER
1								
2								
3								
4								
5								
6								
7								
8								
9								
10								