

10 RULES OF THUMB for Recruiting with a SENSE OF URGENCY...

1 - **Always BE READY** to recruit with your phone / iPad **AND A PAPER AGREEMENT**. Never let technology stop you from signing someone up on the spot! Women recruit based on emotion in the moment from something that touches their heart about what the possibilities are that they can do in this business. If you wait to sign them up when you have internet access, etc. you WILL likely lose them as a team member.

2 – If you are NOT able to recruit someone on the spot then book them for a Team Building call to **let your sales director help with more layering!**

3 - Always book Team Building calls **within 24 to 48 hours!**

4 - **Always reconfirm** and be sure they have listened to the recorded *Opportunity Call* (and hopefully completed the online survey)!

5 - Be sure they know that this business provides **100% opportunity with 0% commitment** for them to explore it at their pace and however it weaves into their life.

6 - Always attempt to also book them to a color appointment at the Studio / your meeting to **"get them in the space" of others** building the business to hear and see more! Always try to do this within 10 days of your initial meeting with them (or sooner if possible!).

7 – Never prejudge anyone! **Ask EVERYONE** to listen! You never know WHY someone may need this business.

8 – If you recruit on the spot be sure to **STILL have them listen to the recorded Opportunity Call** to provide more information & inspiration!

9 – If you recruit on the spot be sure to **schedule a time the very next day for your Sales Director to complete the introductory call** with your new team member!

10 – **INSPECT what you EXPECT** as you grow your Team! Get excited and focused about recruiting financially and emotionally stable women who want MORE!

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