

# 21 DAY TEAM BUILDING BOOTCAMP

Sharing this opportunity is one of the greatest gifts we can give someone. For the next 21 days, learn tips, suggestions, scripts, and ideas from top directors and Nationals to expand your team building skills. Mary Kay Ash asked us to pass it on. Whose dreams are attached to yours??

Click on the LISTEN button to hear the voxer messages.



## week 1

LISTEN

### DAY 1

Top Director Nicki Hill shares her mindset and strategy for building your team.

LISTEN

### DAY 2

Top director Tricia Bless shares the team building diet plan with you!

LISTEN

### DAY 3

National Sales Director Heidi Goelzer shares her mindset about team building.

LISTEN

### DAY 4

Listen as top director Beth Feinstein talks about overcoming your fears and asking everyone to hear about this opportunity.

LISTEN

### DAY 5

Million Dollar Sales Director Melissa Hennings talks about sharing the heart of Mary Kay with everyone you meet.

LISTEN

### DAY 6

Cadillac Sales Director Beth Gallagher shares her strategy with you for consistent team building.

LISTEN

### DAY 7

NSD Diane Mentipty shares her script for team building at EVERY appointment.

## week 2

LISTEN

### DAY 8

Cadillac Sr. Sales Director Tami Cloute shares her tips for team building success.

LISTEN

### DAY 9

Sales Director Mary Beth White shares her Top 10 Tips for recruiting that she has learned.

LISTEN

### DAY 10

Top director Kate Unger shares her story and the lessons she learned about recruiting.

LISTEN

### DAY 11

Sr. Sales Director Vicki Paul shares how to be intentional with recruiting at your parties.

LISTEN

### DAY 12

Top Sales Director Briana Meisel shares her top three tips for recruiting.

LISTEN

### DAY 13

Senior Sales Director Traci Hanke talks with you about layering your prospects.

LISTEN

### DAY 14

Cadillac Sales Director Jamie Riley shares how she starts the layering process as soon as she books someone.

## week 3

LISTEN

### DAY 15

NSD Tammy Vavala reminds us about the 4 point recruiting plan Mary Kay created.

LISTEN

### DAY 16

Sales Director Betty Biad shared with you why you should never prejudge, and offer this opportunity to everyone!

LISTEN

### DAY 17

NSD Cindy Leone talks to one of her favorite topics – sharing this opportunity. Hear what she loves most about team building

LISTEN

### DAY 18

Executive Senior Sales Director Joanna Shipe shares her strategy for success.

LISTEN

### DAY 19

Senior NSD Cindy Williams shares how to learn to listen to the women that you meet, and share from your heart.

LISTEN

### DAY 20

Sales Director Ali Enerson shares with you how she medaled six months in a row.

LISTEN

### DAY 21

Top Director Tiffany Noel Taylor on how she signed 33 new team members in a single month using these techniques

# BONUS MESSAGES

Want more? Here are a few more awesome messages to give you even more great ideas and strategies!

**LISTEN** **ONE**  
Lacey Bradford on five quick facts to book that coffee/career chat.

**LISTEN** **TWO**  
Carol Thompson asks, "Are you talking to her like a real person and asking her to consider doing this with you?"

**LISTEN** **THREE**  
Tara Geraghty and her In the Bag Marketing to engage all their senses.

**LISTEN** **FOUR**  
Maggie Rader on focusing on the other person, make it about them!! Listen to how she has earned 30 Gold Medals.

**LISTEN** **FIVE**  
Beth Feinstein sharing at one to one appointments with ease.

**LISTEN** **SIX**  
ESSD Holly Neff shares her passion for our opportunity and how important it is to listen to a woman's story!

## NOTES...

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