

# You are only a *Party* away from your next GOAL!

Master each of these skills as you hold one party at a time. Log into marykayintouch.com and take advantage of the training in our MKUniversity program. Attend local success night where you live and learn and earn at the same time Remember, "you have to show up to go up!" Mary Kay Ash

- ☐ Coached my hostess
- ☐ Pre-profiled guests
- ☐ Arrived 20 min early
- ☐ 4 Point Recruiting
- ☐ Strong Opening
- ☐ Inspiring "I" story
- ☐ Fast Fun Product Info
- ☐ Close the Basic
- ☐ Referrals
- ☐ Roll-up Bag Close
- ☐ One-on-One Close
- ☐ New Bookings
- ☐ Scheduled Sharing

## **Average Party**

3-6 women \$200 in retail sales

## **Average Team Building**

Share with 2 women from each party  
1 in 4 say YES

**6 FULL CIRCLE** parties could take you to Red Jacket (3 team members)

**10 FULL CIRCLE** parties could take you to Team Leader and On Target Car (5 team members)

**32 FULL CIRCLE** parties and you could be driving a Chevy Malibu (16 team members)

**48 FULL CIRCLE** parties could see you in a Director Suit leading your own Unit (24 unit members)

## **Want some coaching?**

Text a picture of this completed Full Circle tracking sheet to your Sales Director after each party for a private coaching session

