



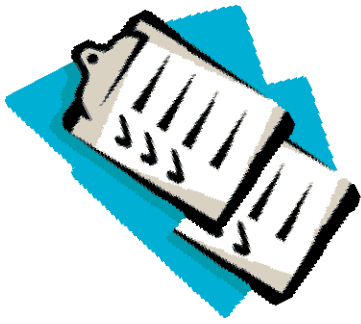
Speak 4: Requirements

1. Print a Layering Sheet from www.jeaniemartin.com under Team Building. Add AT LEAST 10 women you would love to have on your team and who meet the description at the top of the sheet. Checkmark the boxes with layers you have already done with each person. It's okay if you have only done one or even none!
2. Put together a dream book or bring what you use to share your Mary Kay story at your parties. Be sure it includes your current goal and how the people at your appointments can help you reach that goal. Pages for the dream book can be found at www.jeaniemartin.com under Team Building.
3. Practice the Career Talk booking script.

If you were at Class 3 and are planning to graduate, also come prepared to check in on your homework from Speak 3.

Speak 3 Assignments:

1. Fill at least one bubble sheet & bring it with you to the next class. Track your results.
2. Do your table and individual closes at ten appointments. Two of the ten must be at group appointments (skin care classes). Check in with your sales director after EVERY appointment or they do not count toward your ten!
3. Book your seminar flight.



Speak 4: Script 2 Booking Practice Career Talks

Phone

“Hi _____, this is _____ with Mary Kay. Do you have a quick second? Great! As you know, I have really been working in these last few months to build my Mary Kay business, and as a part of my leadership training, I have been challenged to do five practice career talks this month with my sales director. I know Mary Kay probably isn't something for you but I would love to buy you a coffee and I would so value your opinion.

Great! Would a week night or weekend be better for you? (Set up a time.)”

Texting

Start the conversation about something not related to Mary Kay!

Hey _____! Working on a BIG challenge w/ my MK biz this month 2 do 5 practice “career talks” & need ur help! I'll even buy u a starbucks in xchng 4 ur opinion & an hour of ur time! (:

Wait for response.

Gr8! I SOOOO appreciate it! It's SUPER easy—my director (who is really fun—ull LUV her) & I will meet w/ u. She's training me on how 2 answer ?s about our business so if u can think of a cpl, that'd be awesome!

Fantastic, wld Thurs @ 10 work or Weds @ 1?



Speak 4: Assignments

In order to “graduate” from Speak, you must attend all four classes and complete the homework from each! You can come back if you don’t finish the homework, but you won’t “graduate” until you take the class and do the homework when it is offered again.

Due one month from this final class!

Email your director with your results to get credit for the class.

1. Add at least 10 checks on your layering sheet.
2. Go through your dream book at 5 selling appointments, sharing your goal with your customers and how they can help you achieve it.
3. Use the career talk booking script & ask 5 people to do live career talks with you & your sales director. Track your results.