


**What is Pearls of Sharing training?**

As a new consultant, you will want to focus on your Pearls of Sharing training. This is a great learning session for you! The more you hear the Mary Kay Marketing Plan, the easier it will be for you to know what to do and how to do it as you up in Mary Kay!

**Follow these 3 easy steps to earn your Pearls:**

1. Think of names of 6-8 sharp women that will help you with your training and write them below. Please include their phone numbers and a little about each of them (ex. do they currently work, children & ages, etc...)
2. Email Krista this list at wildwestarea@att.net.
3. Give each one of them a call with the following script, “\_\_\_, guess what? I am so excited! I just became a Mary Kay Consultant and as part of my training, my director has asked me to select my favorite friends/family members to help me, and of course you were at the top of my list! I do need to borrow your face for my Power Start, which is to put Mary Kay on 30 faces in 30 days, but the part of my training that I am calling you about is how to share our Marketing Plan. You don't have to join, I just need live bodies to learn with! Yea! All you do is go on-line to [www.wildwestarea.com](http://www.wildwestarea.com) and view the marketing plan under MK Opportunity—it only takes a few minutes! Fill out the “Tell Me What You Think” form and you'll receive a \$13 pink card that you can redeem with me. Then we'll do a 3-way call for 10-15 minutes, with my director, so I can learn the follow-up part of my training! Can I count on you? Great! Would there be any reason why you couldn't check out the website in the next 48 hours to that I can win my pearls?!?!”
4. Find 2-3 good times for them to receive the follow-up call and email that information to Krista so she can get it scheduled! Many women can have follow-up calls during breaks or lunch the next day!

**Complete 3 Marketing Plans with Krista and win your Pearl Earrings!**  
**Complete 3 more and win your Pearl Bracelet!**  
**Sign your first qualified team member in your first 30 days and win the Pearl Necklace!**



**Create list of 6 to 8 sharp women to help you with your training**  
 (They do not have to become a consultant for you to win your earrings or bracelet.)

1. Name \_\_\_\_\_ Phone \_\_\_\_\_ Appt: Day \_\_\_\_\_ Time \_\_\_\_\_  
 Tell me about her \_\_\_\_\_

2. Name \_\_\_\_\_ Phone \_\_\_\_\_ Appt: Day \_\_\_\_\_ Time \_\_\_\_\_  
 Tell me about her \_\_\_\_\_

3. Name \_\_\_\_\_ Phone \_\_\_\_\_ Appt: Day \_\_\_\_\_ Time \_\_\_\_\_  
 Tell me about her \_\_\_\_\_

4. Name \_\_\_\_\_ Phone \_\_\_\_\_ Appt: Day \_\_\_\_\_ Time \_\_\_\_\_  
 Tell me about her \_\_\_\_\_

5. Name \_\_\_\_\_ Phone \_\_\_\_\_ Appt: Day \_\_\_\_\_ Time \_\_\_\_\_  
 Tell me about her \_\_\_\_\_

6. Name \_\_\_\_\_ Phone \_\_\_\_\_ Appt: Day \_\_\_\_\_ Time \_\_\_\_\_  
 Tell me about her \_\_\_\_\_

7. Name \_\_\_\_\_ Phone \_\_\_\_\_ Appt: Day \_\_\_\_\_ Time \_\_\_\_\_  
 Tell me about her \_\_\_\_\_

8. Name \_\_\_\_\_ Phone \_\_\_\_\_ Appt: Day \_\_\_\_\_ Time \_\_\_\_\_  
 Tell me about her \_\_\_\_\_