Week 5 Activity Book
Please print and complete the activities in order.

#1 - Level 10 Confidence

#2 - 10 Focus Areas

#3 - Advance

#4 - Team Building Questions
WEEK 5 - ACTIVITY 1

Level 10 Confidence
Audio Transcript

Great leadership requires a high level of confidence. You already have it in you to step into the role of Red Jacket in your Mary Kay business! You just have to believe in yourself and surround yourself with women who will breathe that belief into you every single day.

Being confident does not mean the absence of fear but working through it, despite your fears! May Kay Ash said, “Action cures fear.” On the same token, we can also say “Action boosts confidence.” So when you are faced with many “No’s” and feel discouraged as you work to earn your Red Jacket, just keep on going. Go and book that facial or party. Go and conduct that team building appointment. You will eventually get those “Yes’s” because this business is all about the numbers. It’s not magical, it’s mathematical.

To help inspire your confidence this week, consider listening to at least 3 audio downloads from the MK Media Source. These great speeches presented by Independent National Sales Directors and Sales Directors who once made that decision to move into the Red Jacket Leadership. Be inspired and motivated by their stories and use that to fuel your commitment to step into Red Jacket leadership in your Mary Kay business.
Becoming a Red Jacket is the first leadership role you will have in your Mary Kay business. Have you decided to make the leap? If so, you might consider setting up specific goals for yourself. The following are 10 areas you might consider focusing on as you get ready to take your business to the next level:

First, MAKE THE DECISION AND STICK WITH IT. You must be willing to make the decision to become a Red Jacket and stand by it. So take a moment to think about it. Are you ready to make that commitment to build your team?

The second area to consider is CONFIDENCE. You can do it! You really can! And you must try your best to increase your confidence level everyday. Learn to live and work with a sense of purpose. Read good books, listen to motivational CDs, subscribe to the Incite CD Series. Share your goal of becoming a Red Jacket with women who believe that you can do it and will breathe this belief into you every single day!

The third area is VISION, IMAGINATION and BELIEF. These are very powerful forces in your life. Work on increasing your visualization skills and your belief in yourself and others. Look at your goal poster everyday, close your eyes and take a few minutes to imagine yourself finally wearing your Red Jacket and earning your very first career car. (SHORT PAUSE) Powerful right? Our imaginations are very powerful tools. What you think about, you bring about. So fill your mind with powerful thoughts of reaching success.

The fourth area you’ll want to focus on is MANAGING YOUR SKILLS. These skills include your emotional and time management skills. There will be ups and downs as you work toward earning your Red Jacket and you will need to learn to master the art of not letting disappointments steer you away from your ultimate goal. Keep going back to your “Why” and let that be what motivates you to be consistent in your booking and team building
10 AREAS OF FOCUS:

How ready are you to make that leap into a Red Jacket? On a scale of 1 to 10, with 10 being the most confident, rate yourself on the following areas and write any comments that you may have for each:

1. Make the decision and stick to it
   My Rating

2. Confidence
   My Rating

3. Vision, Imagination and Belief
   My Rating

4. Managing your skills
   My Rating

5. Goal-Setting
   My Rating

Note: Once you’ve selected your rating, click on the number to capture your answer.
Now that you’ve considered the 10 Areas of Focus to make that leap into your very own Red Jacket, it’s time to learn about the qualifications, avenues of income and rewards of this important role.

To help with this, we invite you to take a moment to print off a copy of the Advance Brochure PDF. The Advance Brochure is a tool which explains the Independent Sales Force Career Path from Independent Beauty Consultant all the way through Independent Executive National Sales Director as well as the Career Car and Cash Compensation program for Mary Kay, Inc.

Many Mary Kay leaders credit memorizing this brochure for their super-successful start in their Mary Kay business. Many believe that it helps them strategically plan inventory purposes and earn the use of career cars during their first year as an Independent Beauty Consultant!

So for this activity, read through the brochure from beginning to end to really understand the specifics of what it takes to move up the career path in your Mary Kay business. Once you’re finished reading through the entire brochure, go back and focus on the pages that pertain to the career path designations for Red Jackets - from Star Team Builder all the way through to Director-in-Qualification. Identify and highlight the requirements, avenues of income and rewards of each role.

Consider making several copies of those pages and stick them in strategic places in your home and office - your refrigerator, your bathroom, mirror, your study table and even your computer - so that you can always have the information in front of you.

Remember, a well-used copy of the Advance brochure is a history book of achievements and a road map to a successful future!

Now that you know what it takes to wear a Red Jacket in your Mary Kay business, can you now REALLY see yourself reaching that next level in your Mary Kay business?
WEEK 5 - ACTIVITY 4

Team Building Questions

Audio Transcript

After reading through the 10 Areas of Focus and familiarizing yourself with the qualifications, benefits and rewards of becoming a Red Jacket, you are now ready to build your team.

Consider printing the Team Building Questions PDF file and reading through the list of questions that you can ask at all of your team building appointments.

Remember, you need 3 to 4 active personal team members to become a Star Team Builder. This exercise can help give you an idea of the right questions to ask at your team building appointments.
TEAM BUILDING QUESTIONS:
The following is a list of questions that you can ask potential team members at all of your team building appointments:

1. Do you already know that you are meant to have more in life?

2. Do you value education and learning?

3. Do you embrace Mary Kay Ash’s philosophy of: “Faith first, family second, career third”? ... And the Golden Rule: “Treat others the way you want to be treated?” ... How does this make you feel?

4. Can you get excited about positively impacting other women?

5. Are you willing to work hard in order to potentially increase your financial situation?

6. Do you want to have a high degree of independence?

7. Are you willing to be part of a team?

8. Do you love creating a positive environment?

9. Do you have a will to win? A competitive edge? Do you like to compete with yourself (not with others)?

10. Are you energized?