

Hello!

Several couples have been asking for our thoughts and ideas on working this awesome business together as husband and wife. We have been working together for a year and a half. What we have to share is based on our experience and the wisdom of other couples who work together in Mary Kay.

We put our best advice into a bulleted list. We hope you find it helpful.

You and your husband should sit together and talk about your situation. We suggest a simple (but deep thought) process of listing on a piece of paper what would be "her jobs" and "his jobs." Include every job and responsibility you can think of, including household chores and responsibilities with children if you have them. Since every person, and therefore every couple, are unique, only you two can develop the position descriptions that capitalize on each of your strengths and that would maximize the synergy of the two of you working together. It may be helpful to consult the *Suggested Activity List for New Independent Sales Directors*, found in Learn MK. It came as an 'aha' moment when we realized that Lori was really holding down two jobs... instead of just working with personal business and workers in her unit, she had been also handling the office, the home, etc. As we made our lists, Matt's was much longer; Lori's shorter and focused on contact with people - particularly new people, unit members, and people who want to move ahead in their businesses.

Do some careful projection of finances! This is important. If you don't have a detailed budget already, don't go into this situation without making one and knowing to the best of your knowledge what is ahead financially!

In the spouse's class at seminar I have heard Tom Watley say, "This is your wife's business. We will communicate with her... she is the one with her name on the beauty agreement." Understanding and adjusting to the fact that new business is driven by the wife and that she has (and always will have) the most experience in this business, is critical.

A challenge for most husbands of Mary Kay consultants is learning how to communicate and encourage their spouse in a way that is received and processed as encouragement.

Roles, job descriptions and expectations must be clearly defined or it is easy to resent when your business partner is or is not doing something you think he/she should be!...communication is so important, and at times a challenge so regular 'meetings' are a must. One of the most helpful tools we used was a white board on the wall in the office where we posted daily EACH of our *6 most important things to do today* lists!

One person likened working this business together as a "calling." Only work this together if you are sure you are God directed.

Get separate offices. This is the simplest advice we received... it saved us lots of energy and time! ...and we LOVE to be together!

Adjustments to responsibilities are demanded for many reasons. Add the natural changes that are needed as the unit develops and you can see that another key to success is FLEXIBILITY & COMMUNICATION!

We would echo the sentiment to be careful that you sense it is God's will before you jump!

All our best wishes!

Lori & Matt Kreh