

Booking & Recruiting 'Chicken List'



A "chicken list" is a list of those people so big and successful that you are too "chicken" to call them! It's the most powerful and valuable list you will ever make.

START NOW

Make a list of all the women you are "chicken" to ask -

- maybe they hold what you think are 'great' jobs (remember, they are still working for someone else who controls their hours, pay and destiny and they are probably wives and moms who might be open to the idea of flexibility and big girl pay to have family time and priorities!)
- Super sharp appearance
- Those who seem too busy
- Those who already seem to 'have it all'.
- Those who make more money than you do. (at least, at the moment!)
- Those who have a home nicer than yours
- Intimidating, confident demeanor

You will be so proud of yourself. It doesn't matter what the response is, but always remember this, deep down, she is still a woman, wife, or mother with the same needs as the rest of us. She wants to feel important, to feel that you think she is pretty or nice enough to ask to be pampered. She might secretly be harboring the thought with her job and life, "Is this all there is?" You never know!!!

What have you got to lose by talking to those on your "chicken list"????

TEACH THIS

When you get a new person on your team, help them ask "up" for hostesses and help them sponsor "up" with their first team member -- and try their "chicken list" -- this may be one of the most important things you teach to your team. Remember, we don't necessarily look for women who need Mary Kay - we look for women who Mary Kay needs!! People who are 'needy' are not able to enrich others' lives, because they use their energy and focus on themselves at this point in their lives, but women who have it together are ready to reach out to others because they don't have to deal with money and confidence issues. We need to stretch up to women with the desire and means...and they are out there for each of us - they are around us every day!! Your new team members, too, need a "chicken list".

Do it. Teach it.

JUST REMEMBER...YOU ARE NOT A CHICKEN! YOU'RE A SUPERSTAR!! YOU'VE GOT TO BEE-LIEVE!!!!