



GUIDE YOUR TEAM

ONE OF THE MOST FULFILLING PARTS OF THIS BUSINESS IS THE IMPACT YOU ARE ABLE TO MAKE IN SOMEONE ELSE'S LIFE. WE LOVE HEARING STORIES OF THE WAYS OUR ARTISTS ARE MAKING A DIFFERENCE IN THE LIVES OF EACH OTHER, AND EVEN IN THE LIVES OF THOSE OUTSIDE OUR COMMUNITY. IT DOESN'T MATTER IF YOU HAVE ONE PERSON ON YOUR TEAM OR HUNDREDS - BEING ABLE TO GUIDE YOUR TEAM SUCCESSFULLY IS A CRUCIAL ASPECT OF THIS BUSINESS.

TIPS TO BE SUCCESSFUL IN GUIDING YOUR TEAM

- BE GENUINE IN EVERYTHING YOU DO. WHETHER IT BE THE WAY YOU CONDUCT YOURSELF ONLINE OR IN PERSON, HOW YOU OPENLY SHOW YOUR GENUINE INTEREST, LOVE, AND CARE FOR YOUR TEAM MEMBERS, OR WHEN YOU'RE DISCUSSING THE BENEFITS OF THE PRODUCTS, BEING GENUINE IS THE BEST THING YOU CAN DO FOR YOUR BUSINESS AND TEAM
- BE RELATABLE. BEING ABLE TO LISTEN TO A TEAM MEMBER AND UNDERSTAND WHERE SHE IS COMING FROM WILL HELP YOU BUILD A MUTUAL BOND WITH HER
- BE MINDFUL AND OBSERVANT. TAKE THE TIME TO GET TO KNOW YOUR DOWNLINE SO YOU CAN SUPPORT THEM IN THE BEST WAY POSSIBLE. WE LOVE ENNEAGRAM PERSONALITY TYPES FOR THIS REASON. FOR MORE INFORMATION, VISIT WWW.ENNEAGRAMINSTITUTE.COM.
- LEAD BY EXAMPLE. NEVER ASK TEAM MEMBERS TO DO SOMETHING YOU WOULDN'T DO YOURSELF
- ENCOURAGE OWNERSHIP OF YOUR ARTIST'S OWN BUSINESS
- IF YOU DO NOT HAVE A TEAM YET, SPEND THIS TIME EDUCATING YOURSELF AS MUCH AS POSSIBLE ABOUT MASKCARA AND THE BUSINESS

GUIDE YOUR TEAM IDEAS

- WRITE A LIST OF 10 THINGS YOU'RE REALLY GOOD AT. USE THESE QUALITIES TO HELP GUIDE YOUR TEAM
- FOLLOW AT LEAST 5 NEW MASKCARA ARTIST ACCOUNTS. PUSH YOUR TEAM TO SUPPORT OTHER ARTISTS!



- CREATE YOUR OWN ACRONYM WITH YOUR NAME AND USE IT TO HIGHLIGHT YOUR STRENGTHS. ENCOURAGE YOUR TEAM TO DO THE SAME
- SEND OR DELIVER FLOWERS TO SOMEONE ON YOUR TEAM
- MEMORIZE THE COMPENSATION PLAN SO YOUR TEAM CAN USE YOU AS A RESOURCE
- FIND A WAY TO BOND WITH YOUR TEAM THAT IS UNIQUE TO YOUR OWN PERSONALITY AND BUSINESS
- SCHEDULE A GET-TOGETHER THAT EVERYONE ON YOUR TEAM CAN ATTEND
- CHOOSE A TEAM MEMBER YOU DON'T KNOW VERY WELL, AND TAKE TIME TO LEARN ABOUT THEIR LIFE
- GET A JOURNAL - OR JOURNAL APP - AND WRITE DOWN ONE GOOD THING THAT HAPPENED TO YOU EACH DAY, FOR 30 DAYS
- LISTEN TO A MOTIVATIONAL BOOK OR PODCAST
- DO SOMETHING YOU KNOW YOU WANT TO DO BUT THAT'S OUTSIDE OF YOUR COMFORT ZONE
- DECLUTTER YOUR LIFE. THROW AWAY, DONATE, OR GIVE AWAY ANYTHING THAT DOESN'T BRING YOU JOY
- POST ABOUT A GOAL YOU'VE ACCOMPLISHED, THEN SET A NEW GOAL
- PERSONALLY THANK ONE OF YOUR MASKCARA SISTERS THAT HAS HAD AN IMPACT ON YOUR LIFE
- LEAVE 10 SUPPORTIVE COMMENTS ON YOUR UPLINE'S/ DOWNLINE'S SOCIAL MEDIA FEEDS
- TAKE A PICTURE WITH A FELLOW MASKCARA SISTER AND POST WHAT YOU LOVE ABOUT HER
- FIND SOMEONE WHO IS MAKING A DIFFERENCE IN YOUR AREA AND WRITE THEM A THANK YOU LETTER