

MARY KAY[®]

MY POTENTIAL TEAM MEMBER LIST

In the spaces provided below, write the names of all the people you know who could be potential team members. Include their contact information. Then based on what you learned about the 4 DISC Personality Types in Module 2, choose their personality type from the drop down menu. This can help you mentally prepare for your future team building conversations with them.

Note: Once you've made your DISC selection, click on the letter to capture your answer.

	FAMILY MEMBERS	PHONE NUMBER	EMAIL ADDRESS	DISC
1.	_____	_____	_____	
2.	_____	_____	_____	
3.	_____	_____	_____	
4.	_____	_____	_____	
5.	_____	_____	_____	

	CLOSE FRIENDS	PHONE NUMBER	EMAIL ADDRESS	DISC
1.	_____	_____	_____	
2.	_____	_____	_____	
3.	_____	_____	_____	
4.	_____	_____	_____	
5.	_____	_____	_____	

	ACQUAINTANCES	PHONE NUMBER	EMAIL ADDRESS	DISC
1.	_____	_____	_____	
2.	_____	_____	_____	
3.	_____	_____	_____	
4.	_____	_____	_____	
5.	_____	_____	_____	

	OTHER	PHONE NUMBER	EMAIL ADDRESS	DISC
1.	_____	_____	_____	
2.	_____	_____	_____	
3.	_____	_____	_____	
4.	_____	_____	_____	
5.	_____	_____	_____	

Remember, don't prejudge! After filling out the information above, you may want to adjust your conversation based on their personality type. You may also want to paint the picture of success after finding out what their goals are based on the 4 P's questions you learned in Module 2. After that, it's time to send out emails and make calls!