

Suggested Dos and Don'ts Of A Mary Kay Husband

DO

- **Love your wife. Everything else will follow.**
- **Encourage her to use the time available for her business when an appointment cancels. For instance, she could book selling appointments, do customer service calls, invite guests to her unit meeting.**
- **Write her notes, telling her how proud you are of her.**
- **Acknowledge her accomplishments.**
- **Keep her motivated by offering dinner, movie or time alone without the children, if she meets her weekly goals.**
- **Help her set family and business goals. Dream with her.**
- **Read Company-related material and compliment her when you see her name in print.**
- **Tell your friends how well she's doing.**
- **Strategize with her. Two minds are better than one.**

DON'T:

- **Point out the frustrating parts of her business. She already knows them.**
- **Ignore her accomplishments. She works for your praise.**
- **Be selfish. Share your time with her by doing things that will allow her to work her business.**
- **Say, "You'll never accomplish that." Think out of your comfort zone. If her goals don't sound far-fetched, she isn't reaching far enough.**
- **Ask how much she sold. She'll tell you, if it's good news.**
- **Listen to negative comments from your friends, family or colleagues about her business.**
- **Ask why her business things aren't in perfect order.**