

INTERVIEW GUIDE

Date _____ Consultant _____ Consultant Comments: _____
Prospect Name _____
Address _____
Daytime # _____ Evening # _____
E-mail address: _____

STEP 1: OUR AGENDA & YOU:

1. I'll ask you to tell me a little about yourself so I can get to know you better.
2. I'll tell you a little about my Mary Kay journey and me.
3. I'll share some facts about a Mary Kay career.
4. I'll answer any questions and see if Mary Kay is something you would like to try.

Tell me about yourself and your family etc..

What do you like best and least about what you do?

In a working environment, which excites you the most? Leading a team or being a team player?

If you were in a position to change anything about your life right now, what would it be?

If you could create the perfect career just for yourself, what would that look like?

In our time together is there anything specific that you would like to learn about Mary Kay and the business opportunity?

STEP 2: ME I will share a little about me and my Mary Kay career:

Why I joined Mary Kay:

Why I stay in Mary Kay:

My Goals for my Mary Kay Business are:

STEP 3: Share MK History, Reasons Women join Mary Kay and AVENUES of Income in MK:

Marketing Plan Points

C - Cash, Avenues of Income

L - Love, Priorities, Gold Rule

H - Hours, flexibility is the key

A - Awards, prizes, jewelry

O - Opportunity, Unlimited Potential

T - Tax Advantages

C - Car, trophy on wheels

E - Esteem, personal growth

O - Oodles of fun, girlfriend time

S - Startup cost \$100

****HOW to get started? Fill out an agreement, order your starter kit, and make an inventory decision, totally optional.**

Qualities we look for in a Team Member

1. Someone with **Integrity**.

2. Work Ethic - Someone willing to **learn and grow**.

3. Someone that is **Teachable, Coachable, & Trainable**.

4. Someone who **Desires Financial Freedom**.

5. Someone who is **A Decision-Maker**.

STEP 4: YOUR QUESTIONS? What questions do you have for me??? *** LET HER TALK !!!

Out of everything you heard today, what interests you the most? _____

If you did decide to join Mary Kay what would you enjoy the most? _____

If you were to consider doing this, what are your own personal strengths, qualities, or assets that would allow you to succeed? _____

Is there anything that would hold you back from starting your own Mary Kay Business? _____

STEP 5: THE CLOSE - If we could teach you everything you needed to know, is there any reason why we couldn't get you started?

Overcome Objectives,and then Ask again, Can we get your started??? Not sure then ask:

****On an interest level of **1-10**, 10 is saying YES to a Mary Kay Business, and 1 is saying NO this is not for me, and 5 is a Chicken answer because you just aren't sure, Which Number best represents you right now? _____

WHAT WOULD YOU NEED TO KNOW IN ORDER TO GET YOU TO A 10? _____

IF YES: CONGRATULATIONS, PROCESS AGREEMENT, AND ORDER HER KIT, AND CALL DIRECTOR.

IF NO: IS THIS A NO FOR NOW ...OR A NO FOREVER? I WOULD LOVE FOR YOU TO TAKE THE PINK PILLOW TEST, AND MAY I FOLLOW UP WITH YOU WITH IN 24-48 HOURS?

Thank you so much for giving me your time and letting me share the MK Opportunity with you !!!