

Interview Guide—TURN IN TO YOUR DIRECTOR WHEN COMPLETED!

Date _____ Consultant _____
 Prospect Name _____
 Address _____ City _____ St _____
 Home # _____ Work # _____
 Cell # _____ Best Time to Call _____

Consultant Comments:

**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 me and my Mary Kay journey.
3. I'll share some facts about our career.
4. I'll answer any questions you may have.
5. Because we've done the other 4, I'll ask you if you'd like to work with me.

Tell me about yourself (family, job, education, hobbies, etc):

What do you like best about what you do? What would you change?

What do you need most in your life right now?

Where would you like to see yourself 5 years from now?

Are you a person who sees the glass 1/2 empty or 1/2 full?

**STEP 2:
Me**

Let me tell you a little about myself, and why I love what I do!
 (SHARE ALL ABOUT WHY YOU'RE IN MK & WHAT YOUR GOALS ARE)

**STEP 3:
The Facts**

If I only had 5 minutes to share some facts with you about a Mary Kay career, what would you want to know?

FACTS ABOUT OUR CAREER

- No Territories/No Quotas
- Golden Rule
- Flexibility/Be Your Own Boss
- Priorities: God, Family, Career
- Advance at your own pace
- 90% Buyback Guarantee
- Confidence and Self Esteem
- Recognition & Prizes
- Training
- \$100 Gets You Started!

Which appeals to you the most?

**Qualities we look for in a
Team Member:**

1. Busy person
2. Doesn't necessarily know a lot of people
3. Is NOT the sales type
4. Has "more month than money"
5. Family oriented
6. Decision maker

MAKE SURE TO MENTION THE FACTS IN THE LEFT BOX, THEN GO OVER THESE QUALITIES!!! THEN ASK HER THE BELOW QUESTIONS!

**STEP 4:
Your
Questions**

If you were to consider doing this, what are your personal strengths and why would you be good?

With the proper training, do you feel that you could learn to do what I do? _____

Do you have any other questions that I did not answer? _____

**STEP 5:
The Close**

On a scale of 1-10 (1 = I'd rather eat rocks than ever own a MK business, 10 = sign me up NOW!) what is your number and why? _____ (with whatever her objection is, ask... "If I could show you how to take the \$100 purchase of the Starter Kit & turn it into \$1000 profit in your first 30-60 days, could you find the \$100?")