

CONSULTANT:

Interview Guide

DATE: / /

PROSPECT NAME:

PHONE #:

EMAIL:

USED THE PRODUCT?
Y/N

HOSTESS @ PARTY
Y/N

TEAM BUILDING INFO
Y/N

GUEST @ EVENT
Y/N

STEP 1: OUR AGENDA & YOU

1. TELL ME ABOUT YOURSELF (FAMILY, JOB, EDUCATION, HOBBIES, ETC)

2. WHAT DO YOU LIKE BEST ABOUT YOU?

3. WHAT WOULD YOU CHANGE, IF ANYTHING?

4. WHAT DO YOU VALUE OR NEED THE MOST IN YOUR LIFE RIGHT NOW?

6. TELL ME ABOUT A TIME WHEN YOU'VE BEEN SUCCESSFUL IN LIFE. WHAT DID YOU LIKE MOST ABOUT THAT EXPERIENCE?

5. LET'S FAST FORWARD YOUR LIFE ONE YEAR FROM NOW. WHAT DREAM-COME-TRUE EXPERIENCE WOULD YOU LIKE TO BE LIVING?

STEP 2: ME LET ME TELL YOU A LITTLE ABOUT MYSELF AND WHY I LOVE WHAT I DO (2 MINUTE I-STORY AT MOST)

STEP 3: THE FACTS IF I ONLY HAD 5 MINUTES TO SHARE WITH YOU SOME FACTS ABOUT A MARY KAY CAREER AND HOW IT COULD HELP YOU FIND THE TIME AND MONEY YOU MENTIONED YOU WERE LOOKING FOR, WHAT WOULD YOU WANT TO KNOW?

MARKETING PLAN POINTS

NO TERRITORIES/ NO QUOTAS
GOLDEN RULE
FLEXIBILITY/ BE YOUR OWN BOSS
PRIORITIES: GOD, FAMILY, CAREER
ADVANCE AT YOUR OWN PACE
90% BUY BACK GUARANTEE
TRAINING CONFIDENCE & SELF ESTEEM
INCOME POTENTIAL
RECOGNITION & PRIZES
\$100 GETS YOU STARTED!

WHICH APPEALS TO YOU THE MOST?

QUALITIES WE LOOK FOR IN A TEAM MEMBER

INTEGRITY

WORK ETHIC

WILLING TO LEARN AND GROW

DESIRES FINANCIAL FREEDOM

STEP 4: YOUR QUESTIONS

HYPOTHETICALLY, IF YOU WERE TO CONSIDER DOING THIS, KNOWING I WOULD TEACH YOU THE SKILLS YOU NEED, WHAT ARE YOUR PERSONAL STRENGTHS THAT WOULD ALLOW YOU TO SUCCEED?

WITH THE PROPER TRAINING, DO YOU FEEL THAT YOU COULD LEARN TO OWN/ RUN A BUSINESS, OR BUILDING A CUSTOMER BASE, BUT MUST BE TEACHABLE, COACHABLE, TRAINABLE

DO YOU HAVE ANY OTHER QUESTIONS THAT I HAVEN'T ANSWERED?

* DOESN'T HAVE TO KNOW MUCH ABOUT SKIN CARE, BUT MUST BE TEACHABLE, COACHABLE, TRAINABLE

SO THIS LAST QUESTION HELPS ME KNOW WHAT TO DO NEXT. I WANT YOU TO RANK YOURSELF IN A, B OR C.

C. MEANS YOU CAN'T EVER SEE YOURSELF HAVING A MARY KAY BUSINESS

B. MEANS YOU HAVE MORE QUESTIONS

A. MEANS ABSOLUTELY I'M READY TO ORDER MY \$100 STARTER KIT AND START MY BUSINESS

STEP 5: THE CLOSE

WHICH OF THESE DESCRIBE YOU?