

CONSULTANT:

Interview Guide

DATE: / /

PROSPECT NAME:

PHONE #:

EMAIL:

USED THE PRODUCT?

HOSTESS @ PARTY

TEAM BUILDING INFO

GUEST @ EVENT

Y/N

Y/N

Y/N

Y/N

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

OUR AGENDA & YOU

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

DECISION MAKER

*DOESN'T HAVE TO KNOW MUCH ABOUT SKIN CARE, GLAM, RUNNING A BUSINESS, OR BUILDING A CUSTOMER BASE, BUT MUST BE TEACHABLE, COACHABLE, TRAINABLE

WHICH OF THESE DESCRIBE YOU?

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 DO WHAT I DO?

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

STEP 5:

THE CLOSE

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

DO YOU SEE YOURSELF AN A, B OR C?