

Interview Guide

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

** (Icebreaker Question) Before we start, what did you enjoy most about _____ (cd/facial/call)?

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

What do you like best about what you do?

What would you change, if anything?

What do you need most in your life right now?

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

STEP 2: Me

Let me tell you a little about myself, and why I love what I do!

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?

SOME POINTS TO DISCUSS

No Territories/No Quotas
 Golden Rule
 Flexibility/Be Your Own Boss
 Priorities: God, Family, Career
 Advance at your own pace
 Confidence and Self Esteem
 Recognition & Prizes
 Training
 \$100 Gets You Started!
Which appeals to you the most?

INCOME POSSIBILITIES

1. Sales of Product-50% Gross Commission
(Sales: Classes/Facials/Web Page/On The Go/Silent Hostess)
2. Team Building Commissions: \$200-\$2,000/month
3. Directorship = Ave. \$50,000 commissions + sales + prizes

Additional Financial Perks:

Car Program: Car, 85% insurance, taxes, plates
 (or \$350/month cash compensation)
 Tax Deductions: Home office, supplies, car, equipment

Qualities we look for in a Team Member:

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

STEP 4: Your Questions

Hypothetically, 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

Is there any reason why you wouldn't want to work with me? _____
 (Consultants: Within 24hrs of doing the interview please return/email this form to Amie)