Interview Guide

Date_____ Consultant_____
Prospect Name_____
Address _____City _____ St____
Home # _____ Work # _____
Cell #_____ Best Time to Call _____
E-mail Address _____

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, 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?

MARKETING PLAN POINTS

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 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: Please copy this form and turn in to your Director)