

Interview Guide

Date _____ Consultant _____
Prospect's Name _____
Address _____ City _____ State _____
Home # _____ Work # _____
Cell # _____ Best Time to Call _____
Email 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!

Income Possibilities

50% Gross Commission
Facials (1-2 people): 1 hour, average \$100/\$50 profit
Parties (3-6 people): 2 hours, average \$200/\$100 profit
2 parties/week=\$400 retail/\$200 profit (4 hours)
Monthly profit = \$800 x 12 = \$9600/year
Reorders: Average \$300 per customer/year
100 customers x \$150 profit =
\$15,000 + \$16,000 = \$31,000 profit/year
Other Sales: Web Page/On The Go/Silent Hostesses
Team Building Commissions: \$200-\$2000/month
Car Program: Car, 85% insurance, taxes, licensing
(or \$375/month cash compensation)
Tax Deductions: Home office, supplies, car, equipment
Directorship: Avg. %50,000 commissions + sales + prizes

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 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.)