

Telephone Interview

Wise Women

Wise Choices

1 Prospect Name:

Address:

Phone: Email:

Consultant's Name:

"Thanks for taking the time today! I am excited to share the facts about Mary Kay with you....First I am going to ask you about you, tell you a little about me and then share the Mary Kay career with you & we will see if it's a good fit!

1. Tell me about you...
2. What do you like MOST about your career right now?
3. What do you like LEAST about your career right now?
4. Where do you see yourself in 5 years?

Take a piece of paper & draw a line down the middle..1 column for Top Reasons People start MK / Advantages & the other column is for How We earn our \$\$\$...

2 Top Reasons women begin MK

- Money (including TAX benefits!)
- Personal Growth
- Prizes, Awards, Recognition
- Quality of the Products
- Quality of the Training
- Be your Own Boss
- Free Car Program

What are your TOP 2 Reasons?

Advantages (just to share a few!)

- No territories, No quotas
- Listed 3x on the Fortune 500 List
- 50% Profit from Sales
- Celebrating Priorities! Faith, Family, Career
- Golden Rule Philosophy Practiced
- Equal opportunity advancement—you decide when you want a promotion.
- Level Playing Field
- 90% buyback Guarantee

What Advantages appeal to you most?

3 How do we Make our \$\$\$ and Earn our FREE Cars?

Sell the product & earn 50% profit!

- **Skin Care Classes**—2 hours of work (average class is between \$300-\$400)
- **Reorders**—Average reorder is \$10 per mo. per client. 100 clients = \$12,000 per year

Build a Team & earn Commissions!

- **Team Building** = opportunity for 4%, 9% or 13% commissions!
- **Car Program** - New car every 2 years plus Mary Kay pays 83% of the insurance
- **Directorship** - 9% to 13% commission for unit PLUS 9 to 13% commission on Personal Team, PLUS Bonuses up to \$5,000 each month—life insurance, Trips, Cadillacs & More!

4 In Closing...

1. What are your personal Strengths?
2. Are you Teachable??? Coachable??? With the weekly training offered, do you believe you could learn this business?
3. If you were to begin your Mary Kay Career now, how much time per week would you spend weekly? i.e. 2 hours, 4 hours or 6 hours?
4. Let's figure out how much you could make each week...with the average class at 2 hours & the average class sales = \$300, let's take the # of classes you could hold x \$300 = _____ weekly! 1/2 = profit! Would that be helpful right now on a weekly basis?!
5. Well, on a scale of 1-4; 1 being NO WAY EVER & 4 being I'm Ready to Begin Now! where are you?

4=sign up now!

2 or 3 = what's keeping you from being a 4?

I would love to work with you! Would you like to start in this weeks training or would next weeks training really be better for you? Our training is held each week on _____ at _____.