

NAME: _____ CONSULTANT NAME: _____ Date: _____

PHONE NUMBER: _____ INTEREST LEVEL: _____

Thank you so much, _____, for helping me out with this career survey! This is what we are going to do: I'm going to ask a few questions about you, and then I'm going to share with you a little about me, and then I am going to give you a chance to ask me some questions and then we will finish with me asking you some questions. Sound Good!

1. What has been your experience with Mary Kay Products? (good impression, bad impression)
2. Tell me about yourself? (reveals personality, helps you to tailor to her needs).
3. Share with me 3 words that describe you?
4. What brings you joy?
5. If you could change any one thing in your life right now, what would it be? (needs)
6. Fast forward 1 year from today...You have time and you have \$ what dream would you be living?
7. Have you ever heard how we make our money? (what does she already know, so you don't waste time).
8. Share why you are building your business- tell her your goal. (women what to be a part of a winning team)
9. Ask her If you were to consider a Mary Kay business for yourself, what would your top 5 questions be that you would want me to answer for you before you could make a decision? (answer her questions)
10. After hearing all that, what was NOT answered that you would need to know in order to make a decision about this for you?
11. What is the most appealing thing to you right now?
12. What would hold you back from ordering your starter kit with me today?
13. On a scale from 1- 10, one being the lowest and 10 being the highest what would you say your interest level is? _____ What if anything would it take to get you from a _____ to a _____? Anything else (this is her main objection). **Set up 24 hour Pink Sheep or let her know your Director will be calling to follow up to see how you did. Also, let her know next step...sending the online agreement, CD, DVD, Team Building info...etc...**