

MARY KAY INTERVIEW

Name _____ Date _____

Address _____

Phone _____

Good time to call: _____

(How did you enjoy the DVD? Where did you land on Lisa's 1-10 Scale? ☺) _____

1. What intrigued or interested you the most from the (DVD/CD, event you attended)?
2. Off all the information presented, why do you think that struck a chord with you?
3. How would you explain to someone else, Mary Kay's marketing plan and how we earn our income as consultants and directors with Mary Kay? (Avenues of Income, taught @Harvard Business School!)
4. What appeals to you most about the Mary Kay career opportunity?
___ Earning potential ___ Being your own boss ___ Recognition ___ Praise ___ Personal Growth ___ Flexible hours
___ Free car ___ Building relationships with other quality women
5. Tell me something about your personality:
6. Tell me a bit about how you feel you relate to others:
7. In the work environment, are you a team player or do prefer working alone?
8. What do you value in life and have you ever done any volunteer work?
9. What qualities do you have that would make you shine as a consultant?
10. If you gave it your guts for the next five years at your current job, what, if anything will change in your situation a year from now?
11. If you seize this opportunity today, what will you not be worried about a year from now?
12. If you were to become a consultant today, what can you see being improved a year from now?
13. What are the two most important reasons for you to become a consultant today?

14. What are the two most important reasons for you to become a consultant today?

15. How would running your own business make you more powerful?

16. What if this decision marks the beginning of your dream life?

17. In six months your life could be improved or completely the same – which one interests you more?

18. Who are you allowing to determine your financial destiny?

19. Who are you letting tell you that you cannot do this?

**(It does sound like you'd be an excellent consultant. Why don't you give it a try? You are so sharp and I am sure you would be great.
I'd love to have you as a colleague in my unit!)**