

Phone Interview

Prospect Name:	Home #	Work #
Address:	Cell #	Email

Tell me at least 6 things about yourself:... family, job, hobbies, education, etc.	
1.	5.
2.	6.
3.	7.
4.	8.
What do you like best about your job?	What do you value most in your life right now?
What would you change?	What do you need most in your life right now?

In the next 5 to 10 years, what would be your ideal situation for you and your family? If I could train you to get what you want and keep what you value, would you consider Mary Kay for a part-time/full job?	
Interviewer: Have them draw a line down the center of the page to divide it into two columns. Use the heading "Marketing" for the left column and "Income" for the right column.	
<p style="text-align: center;">Marketing</p> <ol style="list-style-type: none"> 1. No Territories 2. No Quotas (\$200/every 11 months to stay active. 3. Golden Rule 4. Priorities: God, Family, Career 5. Equal opportunity advancement - you decide when to move up. 6. 90% buyback 7. Flexibility to work when you want 8. Own Boss <p>Tell me the ones that appeal to you the most. (Interviewer: Circle as she speaks)</p> <p><u>NOTES:</u></p>	<p style="text-align: center;">Income</p> <ol style="list-style-type: none"> 1. FACIALS: 1 or 2 people 50% commission (Average facial = \$100 30 min.) 2. CLASSES: 3-6 people, 2 hours work (\$200 average) <ol style="list-style-type: none"> a. Hypothetically, if you were to run your own business, how many hours a week could you invest? _____ b. Multiply the # of classes ____ x \$200 = _____ (Show her the \$\$) = \$_____ in profit! 3. REORDERS: Average = \$300/customer per year multiply the # of customers ____ x \$300 = _____ (Show her the \$\$) = \$_____ in profit! 4. Web Page/Internet business - set up \$50/year 5. Dovetail/Substitution: 15% Commission 6. PRIZES: Quarterly, monthly, weekly 7. "LOVE CHECKS": opportunity for 4%,9%,13% (Average = \$200 - \$2000 per month) 8. CAR PROGRAM: Vibe - 85% of insurance, tax & plates (\$375/month cash compensation) 9. TAX DEDUCTIONS: Home office supplies, car, washcloths, cotton balls, all things for business 10. DIRECTORSHIP: 13% commission plus \$500 - unlimited bonus per month. Quarterly up to \$1500

<ol style="list-style-type: none"> 1. Hypothetically, if you were to do Mary Kay, what are your "Personal Strengths" and why would you be good? 2. With proper training, do you feel you could learn to do what _____(I) does (do)? _____ 3. On a scale of 1-10, 5 not counting, what is your interest level? _____ What would it take for you to be a 10? 4. Other than fear, what else would hold you back from becoming a consultant? _____ 5. Is there any reason why you couldn't sign you agreement Today? _____ It takes most women 24 to 48 hours to make a decision - what is a good time to call you tomorrow? _____ (Have Consultant call back or send packet/Choices tape, send to web page, whatever is needed) 6. Set-up training, give calendar of events, set date for Business debut, etc. 	
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