

Interview:

THANK YOU for taking the time to do this- Helping for training, etc

One of 3 things will happen at the end of this call, and all 3 are great! (Great Customer, Great Referral Partner, maybe seeing yourself giving this a try)

This is how this will go: I'm going to start by finding out a little bit about you, then tell you a little about me, then ask you some questions about what you thought.. . sound good?

- 1- Tell me a little more about yourself (family, job, hobbies, etc)
- 2- What puts a smile on your face?
- 3- Tell me about a time when you felt successful. What did you like most about that?
- 4- What one thing would you change about your life right now?
- 5- What would you do with an extra \$1000/month
 - i. What would you do with that extra money? Pay Bills? Which Bills first? Family Vaca?

*TELL I STORY- using the points that she brought up in questions above

MRS CAB: Money, Recognition, Security (family security plan), Cars, Advancement, Be Your Own Boss

*Now I am going to ask you a couple of questions about what you heard in the video and from my story.

- 6- If you were ever to consider an MK business for yourself, what do you think you'd enjoy the most?
- 7- Did you learn anything that you didn't already know? Did anything surprise you?
- 8- What questions did the call bring up about the MK business opportunity?

*don't answer out loud, but just think about these questions and keep track of how many you say YES to:

-you like to win, you think women should be paid what they're worth, you are ambitious, you would like to be in control of your time and your life, you would like to be in charge of your financial future, you'd like more free time to spend with your family, you'd like to never have a car payment again, you'd like to build your own retirement income b/c you don't think the government will be fixed in time for your retirement, you love fashion, you'd like a fun career that helps others...

If you said yes to 5 or more, than MK is for YOU!

*It sounds like you should be a MK Consultant/Director, and this is why:

- 9- On a scale of 1-10
 - a. What, besides fear, is holding you back?
 - b. If no money/time: "How comfortable are you with that?"
 - c. If no: who do you know that would make a great MK Consultant or Director? I give a \$50 referral bonus for referring an active consultant, book for skin care class