

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 would your dream job look like? Describe
- 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

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

- 6- Based on what you heard from the video and my story, what are 2 reasons that you would make a good MK consultant? (you might think you would be horrible at this or have nothing that would make you good, but EVERYONE has some qualities that would make them good at doing what I do, so what qualities do you have?)
- 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?

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

- 9- On a scale of 1-10
  - a. If 6-9, ask why not 10, what information could I provide you with to get you to a 10?
  - 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