

Jordan Helou Eicher – Teach Consultants How to Recruit, not just to Market Information!
Multiply Yourself!

9 Questions to Memorize – put each question on Index Card

1. What has been your experience with Mary Kay Products? (good impression, bad impression)
2. Have you ever heard how we make our money? (what does she already know, so you don't waste time).
3. Tell me about yourself? (reveals personality, helps you to tailor to her needs).
4. If you could change any one thing in your life right now, what would it be? (needs)
5. Share why you are building your business- tell her your goal. (women what to be a part of a winning team)
6. This is how our MK Marketing Plan works. Go over Fast, Fun Facts
7. After hearing all that, what was NOT answered that you would need to know in order to make a decision about this for you?
8. What is the most appealing thing to you right now?
9. What would hold you back from ordering your starter kit with me today?