

## Career Chat Questionnaire Sheet

- 1) What has been your experience with Mary Kay products? (Good impression or bad impression)
- 2) Have you ever heard how we make our money? (What does she already know so that you do not repeat info.)
- 3) Tell me about yourself? (Have her look at the DISC chart before you ask her so she can tell you what personality style she is. That will help you later.)
- 4) What is the one thing you wish you could change right now in your current situation? (her needs)
- 5) If I only had 5 minutes to share with you what would you want to know if you were considering MK for yourself? (This is her hot button-what interests her the most)
- 6) Share your I-story and your goal! (Women want to be apart of a winning team)
- 7) Share MRS CAB facts
  1. **Money:** 50% commission on the products, which is the highest direct sales commission in the US and team building commissions along with a lot of perks!
  2. **Recognition:** MK believes in praising women to success! Your achievements will be recognized & applauded! Whether with prizes or praise, it's great to be appreciated!
  3. **Self confidence & personal growth:** Build confidence in a positive environment with a support system that encourages you! You're in business for yourself, not by yourself!
  4. **Car:** Earn a free Chevy Malibu in less than a year working your business 10 hours a week! Directors can earn a Chevy Equinox, Toyota Camry or the prestigious pink Cadillac. 85% of car insurance, tax, title and license fees are paid for by Mary Kay!
  5. **Advantages:** Flexibility, advance/promote yourself at your own pace & tax advantages.
  6. **Beliefs:** Priorities of God first, family second and career third.

- The Starter Kit is only \$100 - includes \$300+ in product and \$200 in business aids as well as everything you need to begin training and holding appointments.
- 8) Do you have any questions I did not answer for you?
- 9) Of everything I shared with you, what appealed to you the most? (Hot button)
- 10) What would hold you back from starting your business today? (Objections you can overcome or I can with a follow up call.)

Always say “ \_\_\_\_\_, if I can show you how to \_\_\_\_\_ (fill in her concern) is Mary Kay something you would like to try?

If she still does not sign I will follow up with her for you!