

INTERVIEW PROFILE SHEET

Name _____ Husband's Name _____
Address _____ City _____ State _____ Zip _____
E-mail _____ Phone _____ Best Time to Call _____

Our Five Objectives. . .

1. Tell me about you
2. I'll tell you about me.
3. Listen to the facts about the Company.
4. I'll answer any questions you may have.
5. Give me your opinion.

1. Tell me about yourself. _____

2. What do you enjoy most about our products? _____

3. What do you like best about your present job or lifestyle? _____

4. If you could make any changes, what would they be? _____

5. Are you satisfied with your current salary? _____

6. Describe what you feel would be the perfect job. _____

7. Do you have any goals, ambitions, or dreams that you haven't yet fulfilled? _____

8. Where do you see yourself years from now? _____

9. If we only had 5 minutes together, what questions would you need to get answered in order to make a "yes" decision about our company? _____

6 Qualities we look for in a Team Member. . .

1. Busy Person
2. Doesn't know a lot of people
3. Is NOT the sales type
4. Has, "more month than money."
5. Family oriented
6. Decision maker

Most people becoming consultants fall into one of the following groups. Please check the group where you would place yourself:

- Has a full-time job but needs a part-time job to supplement income.
- Well provided for financially but desires, "something more" – excitement/glamour/recognition/appreciation
- Wants a, "real career," with no ceiling on either earnings or advancement
- Home with the kids and would like a flexible outlet/business/friends.
- Management is your goal at an income of \$60,000-\$100,000 per year