

TIPS & TOOLS TO EARN YOUR PEARLS!



What is an Interview?

An Interview is about 30-40 minute long 3-way phone call, or in-person appointment where you & I, along with your prospective team member will chat about our Career Opportunity. *I will call you, and then her, so neither of you are paying any potential long distance.

What takes place during an "Interview"?

You can expect the following to take place:

- 1) I will spend some time thanking her for helping out with your training & giving us her opinion on our company.
- 2) I will ask her a little bit about her, I'll fill her in on myself and my journey with Mary Kay.
- 3) I'll ask you to tell her why you got started and what you are most excited about.
- 4) Then we'll chat about the company, facts and what most likely appealed to you when you got started.
- 5) Lastly, to close I'll ask her if she has any questions, what her opinion is, and thank her once again for helping out with your training!

*You can count on it to be casual, fun, and upbeat with no obligation!

What's the advantage?

Most of the time the people you spend the most time with, don't understand "why" you are so excited and "all up in it". This 30-40 minute call will help them understand why you are excited about your new business and give them information about our company in case they could ever see themselves as a Beauty Consultant or in case they know of someone that could. Most of the time women are not aware of what Mary Kay has to offer, and so after listening it is quite possible that one or more of the 6 that listen during your Pearl Challenge may join your team!



What do you say on the phone when asking them to listen?

"Hi _____, this is _____! How are you? Great! Did I catch you at an OK time? I just had to call you, I am so excited! I'm sure you know that I just started my very own business with Mary Kay, and the second step of my training is to listen to my Director share our career information with 3 sharp women this week! By listening to her, you will help me learn the appropriate way to also share our career information! I'm asking you, because I really respect you and I value your opinion! I know you would probably never be interested in "doing" Mary Kay, and that's ok! By listening, you would just be helping me complete the second step of my training! I'll even give you a special gift if we can get a 30-40 minute phone appointment set up this week! When is a good time for you?" (Set time and date within 48 hours!!!)