

Date: \_\_\_\_\_ Consultant's name: \_\_\_\_\_  
Your Name: \_\_\_\_\_  
Address: \_\_\_\_\_ City \_\_\_\_\_ St \_\_\_\_\_  
Cell# \_\_\_\_\_ Home # \_\_\_\_\_  
Work # \_\_\_\_\_ Best time to call \_\_\_\_\_  
Email Address \_\_\_\_\_

Uses the product Y/N  
Hostess for a party Y/N  
Literature Y/N  
Guest at a meeting Y/N  
Guest at an event Y/N

## Step 1: Our Agenda and You

1. I'll ask you to tell me a little bit about yourself so I can get to know you better
2. I'll tell you a little about me and my Mary Kay Journey
3. I'll answer any questions you have and share some facts about our career
4. At the end I'll ask if you'd like to work with me! There's no obligation of course, I get to choose who I work with so I only ask girls I like and think will be a great asset to Mary Kay and you are someone I value, whether as a new team member or a happy customer! So listen with an open heart and mind!

Tell me about yourself (family, job, education, hobbies, etc):

What do you like best about your current job or situation?

What would you change if you could?

Where do you see yourself 5 years from now based on your current goals and dreams?

If you could create the perfect career for you, what 3 things would be most important?

Are you a person that sees a cup 1/2 full or 1/2 empty?

At this point in your life what do you feel you:

Need Most:

Value Most:

Regarding your current job do you:

Consider it to be a career of a lifetime? Y/N

Have flexibility in your schedule to take time off whenever you desire? Y/N

Honestly feel you are paid what you are worth? Y/N

Have control over your career advancement? Y/N

In a working environment which would be your preference:

\_\_\_\_\_ To be a part of a team

\_\_\_\_\_ To lead the team

## Step 2: Me

Let me tell you a little about myself, and why I love what I do!

## Step 3: The Facts

If I only had 5 minutes to share some facts with you about our Mary Kay Career, what would you want to know, what would you be curious about?

Now turn to the fact boxes page and circle what ones pertain to her questions!

First go over how to get started with the starter kit, then go over the boxes you circled!

## Six Qualities of Successful Mary Kay Consultants (we'll see which apply to you!)

**They are busy people:** Are you a busy person?

We love busy people for two reasons:

- One reason is because you know how to prioritize and are an excellent time manager because you have to be!

- The second reason is you are around lots of different people all of the time so you have many different networks and will be making sales on the go throughout your busy life!

**They have more month than money:** Does that apply to you?

**They are not the sales type:** Meaning you are not pushy, instead you will be informative and come from an educational stand point. Pushy sales people are not successful in Mary Kay because our business is all about building relationships!

**They don't want to build their business just around family and friends:** Meaning you would want to learn through training how to meet new people and build a business outside of the people you currently know.

**They are family oriented:** You are motivated by the needs of your family and don't use your family as an excuse not to do something, but instead as a reason to do something. You want to present a good example for your children.

**They are decision makers:** You realize there's never a perfect time to begin something new because you never really know unless you try and sitting on the fence of indecision is a little bit uncomfortable!

**On a scale of 1-10, based upon what you know so far, what is your current interest level in our Mary Kay opportunity?**

1 means, "never in a million years if I was starving on the street I wouldn't consider it!"

10 means, "this sounds kind of cool, I think I want to give it a try."

and 5 you can't answer because 5s are wimpy!

**1 2 3 4 5 6 7 8 9 10**

**What appeals to you that makes you say that number?**

**What holds you back from saying a higher number?**

Objection 1 \_\_\_\_\_

overcome and ask, Okay if \_\_\_\_\_ weren't an issue, would anything else hold you back?

Objection 2 \_\_\_\_\_

overcome and ask, Okay if \_\_\_\_\_ weren't an issue, would anything else hold you back?

Objection 3 (usually the real objection!) \_\_\_\_\_

**Questions to help you make a thoughtful decision:**

If you don't become a consultant, where do you see yourself a year from now?

If you were to become a consultant, what would be improved a year from now?

What qualities do you have that would make you shine as a consultant?

What are the two most important reasons for you to become a consultant today?

It sounds like you'd make an excellent consultant because \_\_\_\_\_ why don't you give it a try, is there any reason why we couldn't get you started today?!

**If she says yes:** Sign her! Grab your mobile phone or computer, log on to InTouch and submit her agreement!

**If she says no:** Thank her and tell her how much you are going to LOVE having her as your customer and how much she will love having you as her personal beauty consultant! Ask her to be a "Talent Scout."

**If she is still on the fence:** Invite her to come to our local success event to be a "fly on the wall." She can see how we get our training! We don't do anything special like facials for guests, however she can at least see how she would be trained if she decided to sign. Arrange to pick her up and go together!