

Telephone Interview Sheet

Consultants Name: _____ Cell #: _____

Prospect Name:	Home #:
Address:	Cell #:

Share with me 6 things about yourself..... Job, hobbies, education, etc..

1. _____	4. _____
2. _____	5. _____
3. _____	6. _____

What do you like best about your job?	What do you value in your life right now?
What would you change?	What do you need most in your life right now?

In next 5 years, what would be your ideal situation for you and your family?

Interviewer: Have them draw a line down the center of a piece of paper, Head one side “Marketing” and the other side “Income”. Have them take notes

- Marketing**
1. No territories
 2. No Quotas
 3. Golden Rule
 4. Priorities: God, Family, Career
 5. Equal opportunity for advancement
 6. 100% guarantee for customers
 7. 90% buy back guarantee
 8. Flexibility & being your own boss
- Tell me the ones that appeal to you the most
Interviewer: Circle as she speaks

- Income**
1. Facials: 1 –2 people 50% commission (average facial = \$100 30 min)
 2. Classes: 3-6 people, 1 hour \$200 average
 3. Reorders
 4. Website
 5. Recognition
 6. Prizes
 7. Commission checks for Team
 8. Car Program
 9. Tax Deductions
 10. Directorship

1. If you were to do Mary Kay, what are your “Personal Strengths” and why would you be good?

2. With the proper training do you feel you could learn to do what I do? _____
3. If you were to do Mary Kay, what would you use the money that you earn for? _____
4. On a scale of 1—10, what would you say your interest level is: _____
5. Other than fear, what would hold you back from getting started? _____
6. Can I offer you more information to help you make a decision? _____

If she signs give her the welcome packet. If she needs more information, give her a DVD and set up a follow-up in 24 hrs!