

Career Conversation with:_____ Consultant:_____

Address:_____

Phone:_____ Email_____

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

What motivated you to meet with me today?

What do you love about your life right now? What would you change?

What's most important at this stage of your life? (Helps find emotional why)

How would an extra \$100, \$500, or \$5000 a month make a difference for you and your family?

If I only had 5 minutes to tell you about Mary Kay what would you want to know? (Determines what and how much she wants to know. The ask what else until you have given her all the info she's looking for.)

Part 1-After hearing about Mary Kay, what parts of the business appeal to you the most?

Part 2- How will (answer from Part 1) impact you/help you/feel? Keep asking questions about her feelings until you can tie Mary Kay into her emotional why.)

What qualities or strengths do you have that would help you to be successful in Mary Kay?

Are there any questions or concerns that I can answer for you?

On a scale of 1-10 (not counting 5) what is your interest level right now? What would it take to move you from _ to a 10?

The next step is to order your starter kit. Is there any reason why we couldn't get you started today?