

Interview Communication Sheet

Prospect Name: _____	Date: _____	
Address: _____		
City: _____	State: _____	Zip Code: _____
Home Phone: _____	Work: _____	Cell: _____
Age: _____	Married _____	Children: _____

TODAY: I'd like to find out a little bit more about you, then I'll share some about me and my journey in Mary Kay, then I share with you a little bit about the company, ask you if you have questions, and what your opinion is at the end. Fair?

OPENING THE INTERVIEW:

Tell me a little bit about yourself? _____

Family? _____

Job? _____

What do you like most about your job? _____

If you could change one thing about it what would it be? _____

If you could write the ideal career description, what two or three things would be most important to you in your job? 1) _____ 2) _____ 3) _____

Tell me what you know about Mary Kay products or the Mary Kay people?

If you were to ever to consider a career with Mary Kay, what types of things do you feel you'd really need to know about the company to help you make a decision either yes it's for me, or no it's totally not for me? _____

TELL HER ABOUT YOU:

Share the information about your story that is congruent with her "story". Be brief and be sure to tell your story in a way that she will connect with you.

SHARE SOME FACTS ABOUT THE COMPANY:

CLOSING THE INTERVIEW:

Have I answered all of your questions? _____

What either impresses or surprises you the most? _____

What do you feel is your greatest asset? _____

Let me tell you why I think you'd be great...

On a scale of 1-4 where would you rate yourself...

- 1) I wouldn't join Mary Kay if it was the last job on earth
- 2) Thanks for thinking of me, but I'd like to remain paying full price
- 3) I am excited about what you told me and you've really got me thinking! Let me sleep on it and call me in a day or two.
- 4) Ya know what, you are right...I have spent \$100 on worse things...I am a little scared but as long as you are going to teach me...let's order my kit!

24 HOUR FOLLOW UP:

I was so excited to call you! How did you sleep? _____

Did you have any questions since we last talked? _____

Tell me what you think the worst things is that could happen to you by trying Mary Kay? _____

How about the best? _____

Knowing that I would love to have you on my team and that I'd teach you everything I know, is there any reason why we couldn't at least get your Starter Kit ordered? _____