

Practice Interview Sheet

Date _____ Consultant _____
 Prospect Name _____
 Address _____ City _____ St _____
 Home # _____ Work # _____
 Cell # _____ Best Time to Call: _____
 E-mail Address _____

Consultant Comments:

- Qualities we look for in a Team Member:
1. Busy person
 2. Doesn't know a lot of people
 3. Is NOT the sales type
 4. Has "more month than money"
 5. Family oriented ... and,
 6. Decision maker

Our Agenda:

- Get to know you.
- Get to know me.
- Share some facts about our Career.
- Answer any questions you may have.
- And, because we've done the other 4 things, I'll ask for your opinion.

Tell me about you; family, job, education, hobbies, etc:

What do you like best about what you do?

What would you change, if anything?

What do you need most in your life right now?

Where would you like to see yourself 5 years from now?

If I only had 5 minutes to share some facts with you about a Mary Kay career, what would you want to know?

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

MARKETING PLAN POINTS
 No Territories
 No Quotas
 Golden Rule
 Flexibility/Be Your Own Boss
 Priorities: God, Family, Career
 Move at your own pace
 90% Buyback
 Career Advancement
 Confidence and Self Esteem
 Recognition & Prizes
 Training
 \$100 Gets You Started!
 Which appeals to you the most?

INCOME POSSIBILITIES
 50% Commission
 Facials—1-2 people—1 hour Avg. \$100/\$50 profit
 Parties—3-6 people-2 hours Avg. \$200/\$100 profit
 2 Parties/week=\$400 retail/\$200 profit for about 4 hour time investment
 Monthly profit = \$800 x 12 = 16,000/year
 Reorders—Avg. \$300/customer/year
 100 Customers x \$150 profit is \$15,000 + \$16,000 = \$31,000
 Other Sales: Web Page/On The Go/Silent Hostesses
 Team Building Commissions-\$200-\$2000/month
 Car Program: Car, 85% Insurance, taxes & plates (\$350/month)
 Tax Deductions: Home office, supplies, car, supplies, equipment
 Management: Additional Income—Average Director \$50,000 commissions + sales + prizes + trips +++ Able to continue to move up

5. Hypothetically, if you were to consider doing this, what are your Personal Strengths and why would you be good?
 With the proper training, do you feel that you could learn to do what _____ does?
 Do you have any other questions that I did not answer?
 What, other than a little bit of fear, would keep you from starting Mary Kay? Next steps:

Critique Sheet/Please tell us what you think

Name: _____ Your Consultant: _____

Home Phone: _____ Date: _____ Marital Status: _____

Work Phone: _____ Occupation: _____

Cell Phone: _____ Best Time to Reach You: _____

Address: _____ City, State, Zip _____

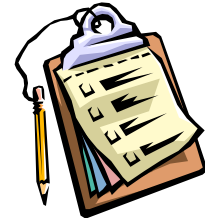
e-mail _____ In a job situation, I like to: _____ have a boss _____ be the boss

What do you like best about your job? _____

What do you like least? _____

These are some of the reasons that others have chosen to become Mary Kay Consultants. Which ones appeal to you?

- Excellent INCOME for part-time work and ADVANCEMENT OPPORTUNITIES.
- Improve SELF CONFIDENCE and gain RECOGNITION for achieving GOALS.
- Improve my life through POSITIVE SUPPORT and FREE TRAINING.
- Earn a RED GRAND AM.
- Set my own FLEXIBLE SCHEDULE.
- Own my OWN BUSINESS and enjoy TAX BENEFITS.
- Company Philosophy: FAITH first, FAMILY second, and CAREER third.
- Gain NEW FRIENDS.
- Unlimited EARNING POTENTIAL.
- ASSISTING OTHERS in looking their best and discovering their full potential.



1. Did the Consultant project a professional image? (hair, nails, make-up, etc...) Yes _____ No _____
2. Were the materials she used well organized? Yes _____ No _____
3. Did she make you feel comfortable and at ease? Yes _____ No _____
4. Did she act comfortable and confident? Yes _____ No _____
5. Was her presentation orderly and easy to understand? Yes _____ No _____
6. Did she answer all your questions so that you easily understood? Yes _____ No _____

With the information you have about our Company, please check the box that best describes you:

This sounds really good and about might be for me.

I'd love to hear more information. I'm thinking about it. Send me home with some today.

Sounds like a wonderful opportunity, and I think I know someone who would be great.

Thanks for sharing the opportunity, but I would like to remain a loyal customer.

On a scale of 1-10 (1 being you would NEVER consider becoming a Consultant, and 10 being you are ready to order your Starter Kit today and begin your business), where do you stand right now?

1 2 3 4 (No 5's, please) 6 7 8 9 10

If you started a business with Mary Kay, would you choose:
Spare Time (3-5 hrs/wk) Part-time (5-10 hrs/wk) Full-time (12-15 hrs/wk)

6. I think my friend _____ needs to hear about this! Phone #: _____