

Simone's Interview

(Remember I didn't make any of this up -- I learned it from everyone else and by trial and error!)

_____ Thank you for meeting with me today. I am thrilled to have an opportunity to have a few moments to give you some information about Mary Kay. Before I jump into the facts, I would like to ask you a few questions OK?

1. Age
2. Married?
3. # Children
4. Current JOB
5. What do you like best about your job?
6. What do you like least about your job?

7. How would you describe the perfect career & the perfect life?

8. If you were to decide to become a Mary Kay consultant why do you think you would be good at it?

9. If I could tell you anything about MK in 5 minutes or less what would you want to know? (just write, don't answer yet. Keep saying is there anything else?)

10. The cost to begin your new business is \$100 plus tax and shipping. If this were something decided to do, would \$100 be a problem? (If yes) If I could give you some ideas on ways to come up with the money do you think you would give it a try?

11. _____, I am going to tell you a little about how I got started, then I am going to tell you the 6 most popular reasons why other women decide to give Mary Kay a try and when I am through I will ask you for a decision based on what you have heard. I want you to know that I will be a winner either way because if this is not for you right now I will still have you as a wonderful customer and you can be a talent scout for me OK?

13. (Mrs Cab -- short sentences asking questions after each -- usually start with the points she had questions about in #10)
M = Money – Would you be interested in a career where you control the amount of money you earn? We earn 50% on everything we sell, plus commission from Mary Kay on recruits and your own products at cost. Let me ask you this _____, if MK were something you decided to do how many hours a week could you devote to it? The best thing is there are no quotas and no territories so you can sell or recruit to any of your friends and relatives across the country! Could you get excited about making an extra _____ this year for only working _____ hours per week?

- R** = Recognition. Let me ask you this _____. When was the last time your company or family recognized you for a job well done?

- S** = Self-improvement. _____ Do you ever feel like you are stuck in a rut? Does learning a new skill or doing a new activity sound interesting? Can you get excited about a career that not only helps you build your income, but also helps you build your self-esteem and self-confidence at the same time?

C = Car. _____, Does earning a free car sound exciting to you? Let me ask you this How much do you spend each month on a car payment? How much is your insurance? Add those two together and tell me what you would do with the money if you did not have to spend it on a car? In Mary Kay we have the opportunity to earn the use of a Chevrolet Malibu, a Chevrolet Equinox, a Toyota Camry or a Pink Cadillac all based on your willingness to work and learn. If I could teach you what to do would earning a free car be something you would like to do?

A = Advantages on TAXES. _____, Do you ever feel that you pay too many taxes? Do you ever wish you had more tax deductions? As a Mary Kay beauty consultant you are considered self-employed therefore will be able to receive tax deductions. Even the \$100 you spend on your initial showcase is a tax deduction! Could you get excited about paying less in Taxes this year?

B = Be your own boss. _____ Have you ever been passed over for a promotion? Do you consider yourself a busy person? Do you wonder how you would be able to fit it all in? If We could show you how to make the kind of \$\$ you want by focusing the limited amount of time you do have into Income Producing Time and teach you to advance in our company, would having the flexibility of being your own boss be something you would want?

14. _____ Those are the 6 most popular reasons that most women become Mary Kay consultants. Now based on what you have heard on a scale from 1 to 10 , one being you'd never do Mary Kay and 10 being you are ready to sign your agreement and start your training where do you see yourself? (Remember you can't pick 5) **Be sure you have the pen in hand and the agreement out!

15. 1-4 Thank her for her time. Thank her for being your customer. Ask her to be your talent scout.

6-9 Obviously _____ you are really giving this some consideration and there may be some information I have left out. What other questions can I answer to move you to a 10 today? (You are asking for the objections, she gives it, you don't answer you write it down and say other than that is there anything else. You keep asking until you have written down all her objections) If her objections are "How To" questions bring the interview back to the fact that those questions will be answered in her training once she has signed her agreement -- Don't try to train her! She must make the decision first)

16. Once you have answered all questions if she still needs to think about it ask her to do the sleep test -- you will touch base tomorrow. Tell her to make the decision with her heart not her head. If she takes longer than 24hours she will use her head and fear will take over. If she wants you to talk to her husband -- don't hesitate DO IT!

If you have any questions about this interview call or e-mail me simonepace2000@yahoo.com

GOOD LUCK! Simone