

Date:

Circle one: Phone or In Person

Name:

Home Phone #:

Consultants Name:

Cell Phone #:

Address:

Email:

Here's the agenda for our conversation. I'd like to find out a little bit about you. I'll share about me and my journey with Mary Kay. I'll share some fast, fun facts about Mary Kay. Finally, we'll see if you have any questions and ask for your opinion at the end. Sound good? **Great!**

Tell me about yourself... Where you live, work, family, that kind of thing...

What do you like **MOST** about what you are doing right now? (job, at home w/ kids, etc.)

What do you like **LEAST** about what you are doing right now?

What brings you joy?

Tell me about a time when you were most proud of yourself? What was it about the experience that you loved the most?

If money and time were not an issue, what dream would you like to come true a year from today?

## GO THROUGH PAGES OF NOTEBOOK NOW!

*Then return to answer questions below!*

So what parts of the business that we talked about today appeal to you most?

*(this question is asked on the last page of notebook, write their answers below)*

If you were ever going to consider Mary Kay, what concerns or questions would you have?

If I were to give you a scale from 1 to 10 (*1 meaning 'I would rather eat dirt & die than ever be a part of Mary Kay' and 10 meaning 'I would love to start today!'*) where would you place yourself on that scale? No 5's - I don't know what that means! \_\_\_\_\_

Next Step \_\_\_\_\_

Guest to a meeting or event

Host a party

Watch a video about MK opportunity

Recruiting folder

Listen to recruiting hotline

Send E-link