



## Interview Guide

Name: \_\_\_\_\_ Date: \_\_\_\_\_

Consultants Name: \_\_\_\_\_ Phone#: \_\_\_\_\_

Follow up: \_\_\_\_\_

Are you enjoying your products?

It may not be for you but thank you for letting me share

*Getting to know you. Most of my questions are all about you*

Tell me about you \_\_\_\_\_

What do you like best about what you do? \_\_\_\_\_

What, if anything would you change? \_\_\_\_\_

If you could design your ideal life or your career what would that look like? \_\_\_\_\_

What would you like your life to look like 5 years from now? \_\_\_\_\_

\_\_\_\_\_ Have you ever considered working from home? \_\_\_\_\_

Are you currently on track to get there? \_\_\_\_\_

*A little about me*

If I only had 5 minutes to share with you about the Mary Kay opportunity, what would you want to know?

\_\_\_\_\_

### Reasons to start a MK business

Ability to God First

Doing work Fulfilling and enjoyable

Personal growth and development

Time and income to pursue what matters to me

Recognition

Be free to be my own person/use my own talents/abilities

Flexible schedule

Income and benefits

Working from home (or coffee shop)

Being part of a team

Making a difference

Only \$100 starter kit

What other questions? \_\_\_\_\_

What did you hear that stuck out or impressed you the most? \_\_\_\_\_

If you were to become a consultant what skills do you already possess that you feel would be an asset to you building a business? \_\_\_\_\_

What do you think you would enjoy the most if you were to become a consultant? \_\_\_\_\_

With the proper training do you feel you could learn to do what I do? \_\_\_\_\_

Based on our conversation, here's what stuck out to me about you. \_\_\_\_\_

I feel like Mary Kay could be valuable to give you \_\_\_\_\_

Is there any reason why you wouldn't want to get started today? 😊 \_\_\_\_\_

Scale of 1 to 10

1 2 3 4 5 6 7 8 9 10