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

<table>
<thead>
<tr>
<th>Flexible schedule</th>
<th>Ability to God First</th>
</tr>
</thead>
<tbody>
<tr>
<td>Income and benefits</td>
<td>Doing work Fulfilling and enjoyable</td>
</tr>
<tr>
<td>Working from home (or coffee shop)</td>
<td>Personal growth and development</td>
</tr>
<tr>
<td>Being part of a team</td>
<td>Time and income to pursue what matters to me</td>
</tr>
<tr>
<td>Making a difference</td>
<td>Recognition</td>
</tr>
<tr>
<td>Only $100 starter kit</td>
<td>Be free to be my own person/use my own talents/abilities</td>
</tr>
</tbody>
</table>

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