

# Interview Questions

Thanks for your help today. I'll ask you some questions about you. Then get your feedback about our business. If you are interested in trying Mary Kay on the side, great. If not great. I appreciate your help.

1. I know a little bit about you... but would you mind telling me a little about yourself?
2. What brings you joy?
3. When was a time you were proud of yourself? What was it about the experience that you loved the most?
4. Fun dream question... if money and time were not an issue, what dream would you love to see come true in the next 6 months - year?
5. What do you think you need most in your life right now?

(if she hasn't heard your story, share your i-story here briefly. if she has move on to the next part)

Ok, I know I already shared a little about me the other day. One other thing you probably don't know about me is \_\_\_\_\_.

Thanks for your feedback. After experiencing your beauty session or watching the video, what is your impression about our company and business opportunity?

What questions, if any, would you want to ask about how our business works?

After learning about Mary Kay and our opportunity, how would rate your own interest on a scale from 1 to 10? 1 is I love being a customer, great company. And 10 is wow, I love to try this for me.

If a 10,  
Wonderful. Any reason why we couldn't get you started today and making money?

(if yes, send email agreement. If pause or no, move on below)

May I ask you a few questions in case they can serve you?

**What would move you to trying it today?**

**(here is where you will brainstorm with her and ask open ended questions. shadow your director a few times and you'll learn easily how to recruit)**

**If a 6-9,**

**Wonderful. Does that surprise you at all?**

**What would get you to a 10?**

**May I ask you a few questions in case they can serve you?**

**What is holding you back from being a 10?  
What would move you to trying it today?**

**(here is where you will brainstorm with her and ask open ended questions. shadow your director a few times and you'll learn easily how to recruit)**

If a 3-4,  
Wonderful. Does that surprise you at all?

What would get you to a 10?

May I ask you a few questions in case they  
can serve you?

What is holding you back from being a 10?  
What would move you to trying it today?

(here is where you will brainstorm with her  
and ask open ended questions. shadow  
your director a few times and you'll learn  
easily how to recruit)

If a 1-2, OR not right now,

Wow thank you so much! I appreciate and love  
my 1s and 2s... because I love being a  
consultant.

I am actually hosting a Girls Night, and love to  
invite you. All about beauty hacks and tips. Are  
you free \_\_\_\_\_?

Thank you \_\_\_\_\_ for your time today. What was your favorite thing about the call today?

Thanks for your help. (and \_\_\_\_\_, truly for what it's worth, if trying Mary Kay on the side for you in the future could serve you, I love to work for you because \_\_\_\_\_. I think you be great).