

# PHONE INTERVIEW

|                |               |
|----------------|---------------|
| Prospect Name: | Home Phone #: |
| Address:       | Work Phone #: |

Tell me at least 6 things about yourself:...family, job, hobbies, education, etc.

|                                       |  |
|---------------------------------------|--|
| 1.                                    | 5.   |
| 2.                                    | 6.   |
| 3.                                    | 7.   |
| 4.                                    | 8.   |
| What do you like best about your job? | What do you value most in your life right now? |
| What would you change?                | What do you need most in your life right now?  |

In the next 5 to 10 years, what would be your ideal situation for You and your family?

Interviewer: Have them draw a line down the center of the page to divide it into two columns  
Use the heading "Marketing" for the left column and "Income" for the right column.

| MARKETING   | INCOME   |
|---|--|
| <ol style="list-style-type: none"> <li>1. No Territories</li> <li>2. No Quotas (\$180/every 11 mo's to stay active)</li> <li>3. Golden Rule</li> <li>4. Priorities: God, Family, Career</li> <li>5. Equal opportunity advancement - you decide when to move up.</li> <li>6. 90% buyback</li> <li>7. Flexibility to work when you want</li> <li>8. Own Boss</li> </ol> <p style="margin-top: 10px;">Tell me the ones that appeal to you the most<br/>Interviewer: Circle as she speaks</p> <p><b><u>NOTES:</u></b></p> | <ol style="list-style-type: none"> <li>1. FACIALS: 1 or 2 people 50% commission<br/>· (Average facial = \$100 30 min.)</li> <li>2. CLASSES: 3-6 people, 1 hours work (\$200 Average)               <ol style="list-style-type: none"> <li>a. Hypothetically, if you were to run your own business how many hours a week could you invest? _____</li> <li>b. Then multiply the # of classes ___ x \$200 = _____<br/>(Show her the \$\$) = \$_____in profit!</li> </ol> </li> <li>3. REORDERS: (Average = \$300/customer per year)<br/>multiply the # of customers ___ x \$300 = _____<br/>(Show her the \$\$) = \$_____in profit!</li> <li>4. WEB Page/Internet business \$50 per year</li> <li>5. Dovetail/Substitution: 15% commission</li> <li>6. PRIZES: Quarterly, Monthly &amp; Weekly</li> <li>7. "LOVE CHECKS": opportunity for 4%, 9%, 13%<br/>(Average = \$200 - \$2000 per month)</li> <li>8. CAR PROGRAM: Red Grand Am, 85% of insurance, tax &amp; plates (\$350 a mo. cash compensation)</li> <li>9. TAX DEDUCTIONS: Home, office supplies, car, washcloths, cotton balls, all things for business</li> <li>10. DIRECTORSHIP: 13% commission plus \$500 - \$5000 bonus per month. Quarterly up to \$1500</li> </ol> |

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|---|
| 1. Hypothetically, if you were to do Mary Kay, what are your "Personal Strengths" and why would you be good?<br>_____   |
| 2. With proper training, do you feel you could learn to do what _____(I) does (do)? _____   |
| 3. On a scale of 1-10, 5 not counting, what is your interest level? _____   |
| a. What would it take for you to be a 10? _____(Handle Objections)  |
| 4. Other than fear, what else would hold you back from becoming a consultant? _____   |
| 5. Is there any reason why you couldn't sign your agreement Today? _____<br>It takes most women 24 to 48 hours to make a decision---What is a good time to call you tomorrow? _____<br>(Have Consultant call back or send packet/choices tape, send to web page whatever is needed) |
| 6. Set-up training, give calendar of events, set date for Business debut, etc.  |