

# THREE INTERVIEWS PER DAY SCRIPT

Date \_\_\_\_\_ Consultant Name \_\_\_\_\_

Name \_\_\_\_\_ Phone \_\_\_\_\_ Email \_\_\_\_\_

Hello \_\_ (their name), This is \_\_ (your name) with Mary Kay. I am so excited, do you have a just a minute? \_\_ the reason I am so excited, I just got back from our Mary Kay Seminar in Dallas, TX, it was awesome! I'm getting a promotion and moving to the next career level with my business and I need your help. I would really appreciate it if you would help me. I know you may or may not personally be interested in Mary Kay yourself but I need to get the opinion of someone who is in \_\_\_\_ (her profession) and out of everybody I know you are my first choice! Would you be willing to help me? (wait for response). Thank you so much!! I really appreciate your time, so I will only take about 5-10 minutes! I will be taking a few notes because I value your time and do not want to ask the same questions again later.

First of all I have to tell you, I understand the Mary Kay opportunity may not be for you, and at the end I will need to ask you – "Is this something for you?" I like to let you know what to expect.

**Now let me find out about you... if you could describe your personality in 3 words ... how would you describe yourself?**

1. \_\_\_\_\_ 2. \_\_\_\_\_ 3. \_\_\_\_\_

**If you had the job of your dreams, what 5 things would be most important?**

1. \_\_\_\_\_ 2. \_\_\_\_\_ 3. \_\_\_\_\_  
4. \_\_\_\_\_ 5. \_\_\_\_\_

**I would like to share a little about myself** and I will answer the same questions you just did. The 3 words I would use to describe my personality: **1. Caring 2. Enthusiastic 3. Persistent**

**The 5 things in my MK Career, the career of my dreams, that are most important to me:**

1. Philosophies of the company: God, Family, Career 2. Being my own Boss & the Money 3. Recognition 4. Free Car 5. Building and Enriching Women's Lives

**Now, I would like to share 6 important facts about the business with you.**

**1. It cost \$100 to start your Mary Kay business** – that includes the Starter Kit, with about \$148 in retail products, plus training material, demonstration items, business building items: tools needed to start your business.

**2. We have several avenues of making money in Mary Kay:**

**Selling appointments** (5 ways) – On-The-Go's, On-The-Face (facials/classes), Online (web page), On Paper (Look brochures, company mailings), On-With-The-Show (group/party presentations).

**Sharing the opportunity** (Team Building)

**Leadership** (directorship)

**3. Continuing Education is local and ongoing:** including an Orientation Class, training materials in your Kit, on-line training, weekly Success Meetings which are like a support group, a sorority, but

are a fun, motivating evening, filled with learning, sharing and earning!! Here you will learn where to find new customers and developing a clientele and step into management.

**4. Mary Kay has No quotas or “Assigned Territories”**, so you can sell Mary Kay in any of the 50 states . . . and also recruit and get paid for it!

**5. Tax advantages are many since you own your own business.**

**6. Mary Kay allows you to set your own schedule**, to have flexibility, to work the hours that are convenient to you and your family. Starting your business with 5-10 hours a week, the average consultant makes anywhere from \$25-\$50 per hour from those selling appointments. Reorders, commissions and bonuses from Team Building are in addition to that! Upper management levels are wide open in Mary Kay!

**If you could ask 3 questions about the business, what would they be?**

**Is the Mary Kay Opportunity something you would consider?**

**On a scale of 1-10 (1 being least interested and 10 being show me how to get started . . . 5 is not a choice), where would you rate your self as far as interest level?**

1      2      3      4      ?      6      7      8      9      10