

# Career Chat Guide

DATE

PROSPECT NAME

CONSULTANT NAME

## Basic Agenda:

1. I'll ask you to tell me a little about yourself so I can get to know you better.
2. We will chat about if MK might be a good fit for you.
3. I'll answer any questions you may have.
4. At the end, I will ask if you would like to join me in MK. :)

## Does she...

use the product?	Yes	No
hostess for a party?	Yes	No
watched marketing video?	Yes	No
guest at an event?	Yes	No

## STEP 1: YOU

Tell me about you!! What's your story? \_\_\_\_\_

What do you love most about what you do? \_\_\_\_\_

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

What do you value or need most in your life right now? \_\_\_\_\_

Ok... kinda deep, but if you were to imagine your dream life 5 years from now... what would it look like? \_\_\_\_\_

## STEP 2: MK?

What has impressed or surprised you the most about everything you've heard about MK so far? \_\_\_\_\_

What do you believe your strengths are? \_\_\_\_\_

How do you see yourself benefiting from this business opportunity? \_\_\_\_\_

How would this opportunity serve you and your family? \_\_\_\_\_

## STEP 3: ANY QUESTIONS

If I only had 5 minutes to share some facts with you about MK, what would you want to know? \_\_\_\_\_

## STEP 4: WHAT DO YOU THINK?

I think you would be really great at this because \_\_\_\_\_!

What do you think? Could you ever see yourself doing what I do? \_\_\_\_\_

Is there any reason why you wouldn't want to go ahead and get started with the kit? \_\_\_\_\_

## NOTES OR OBJECTIONS