

NAME

DATE

PHONE NUMBER

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# CAREER CHAT GUIDE

## SHARING THE MARY KAY OPPORTUNITY

USE THIS GUIDE TO TAKE NOTES AS YOU'RE SHARING THE MARY KAY OPPORTUNITY!

Thank you for taking the time to give me your feedback. Tell me a little about yourself and your family.

After watching the video, what are some things that resonated with you? (talk about what she says)

Here's a FUN question - if ever in a million years you were to start a Mary Kay business, what would your top 2 questions be? (answer her questions and then ask "what else?")

If you were ever to do something like this, how would this SERVE & BENEFIT you and your family?

That's awesome! If I were able to show you how (insert her objection here) for example - work this around your job/teach you how to work virtually (etc... whatever her objection is) - so that you can HAVE (whatever she says she would be benefits for her and her family) - would you be willing to give it a try?

She will either say YES or "I don't know because....." - Validate her concerns & ask again "If I were able to show you how to get (what they are looking for) would you be willing to give it a try?"

**YES!**

Send her an agreement immediately

**NO**

Ask her what her favorite MK product is. Ask if she would be willing to hold a party for you to help build your confidence and get amazing FREE products for herself.

On a scale of 1-10 what would you say your interest level is in becoming a Beauty Consultant? 1=NO WAY! I'd rather sell ice in Alaska, 10 = sign me up, I'm excited to see what could happen! No 5's, they confuse me :)

1            2            3            4            6            7            8            9            10