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RECRUITING QUESTIONS

CHERYL WARFIELD

NAME

DATE

1. If in your wildest dreams you would decide to do what we do, and you bought the \$100 starter kit, and we taught you how to do this, and you are accepted by the company, what would you enjoy the most?

2. What qualities do you have that would make you an asset to Mary Kay?

3. It takes 2-3 hours to hold a group appointment, how many would you like to hold in a week?

4. If we teach you, will you learn?

5. Should you decide to join Mary Kay today, and I know you are not interested, it costs \$100. I do have inventory, that is not required but we all know that it is smart. But that's a separate decision.

The first decision, if you should decide to join Mary Kay, is how would you handle the starter kit?

There are 6 ways to pay for it: MasterCard, Visa, Discover, American Express, cash or check. How would you pay for it?