

## Mary Kay Interview Sheet

NAME: \_\_\_\_\_ PHONE: \_\_\_\_\_ ALT PHONE: \_\_\_\_\_

ADDRESS: \_\_\_\_\_ EMAIL: \_\_\_\_\_

What do you like best about your current 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 5-10 years, where do you see yourself? \_\_\_\_\_

Can your current job take you there? \_\_\_\_\_ Do you have flexibility to take time off? \_\_\_\_\_

Are you getting paid what you think you're worth? \_\_\_\_\_

if you could create your dream job, what 2 or 3 things would be most important? \_\_\_\_\_

Are you looking for something more? \_\_\_\_\_ Have you ever tried Mary Kay products before? \_\_\_\_\_

### MARKETING

Check those that appeal to you the most.

- Profit on ALL sales
- Recognition
- Flexibility
- Being My Own Boss
- Earn the use of a car or take cash compensation
- Tax Deductions
- No Territories
- No Quotas
- Golden Rule
- Priorities of Mary Kay: God 1st, Family 2nd, Career 3rd
- Positive Support System that Encourages SUCCESS
- Equal Opportunity Advancement – You decide when you want to move up.



### INCOME

- FACIALS: 1-2 people, 1hr, \$100 sales
- CLASSES: 3-6 people, 1 ½-2hrs, \$300 sales  
100% total sales (without tax) = 40% pay self + 10% bus supplies + 50% inventory
- If you were to run your own business, how many hours a week could you invest? \_\_\_\_\_  
#shows \_\_\_\_\_ x \$300 = \$\_\_\_\_\_ weekly
- REORDERS: \$200/customer/year  
#customers \_\_\_\_\_ x \$200 = \$\_\_\_\_\_ yearly
- TEAMBUILDING: 4%, 9%, 13% commission
- DIRECTORSHIP: Team Comm + Director Comm of 13% + \$500-\$5000 mthly bonus + unit teambuilding bonus + car + 80% insurance

If you were to become a consultant, what are your personal strengths and why would you be good?

\_\_\_\_\_

With proper training, do you feel you could learn to do what I do? \_\_\_\_\_

On a scale of 1-10 (5 doesn't count) what is your interest level? \_\_\_\_\_

What would it take for you to be a 10? \_\_\_\_\_

What marketing tools would you use that the Company provides?

- PCP (Preferred Customer Program)
- Web Site
- E-Card
- Month 2 Mailers

Other than fear, what else would hold you back from becoming a Consultant?

---

Is there any reason why you couldn't sign your agreement today? \_\_\_\_\_

This can be completed online. The cost is \$100 + tax + shipping for your starter kit. You will receive your starter kit in 7-10 days with everything you need to start your business.

It takes some women 24-48 hours to make a decision. What is a good time to call you tomorrow? \_\_\_\_\_

\_\_\_\_\_ Set up Training, give calendar of events, set date for debut, pinning, etc.

CONSULTANT \_\_\_\_\_ DIRECTOR \_\_\_\_\_ DATE \_\_\_\_\_