



MARY KAY COSMETICS INTERVIEW SHEET



NAME	HOME PHONE #
ADDRESS	WORK PHONE #
	CELL PHONE #
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 Circle the ones that appeal to you the most.	INCOME
<ol style="list-style-type: none"> 1. 50% Profit on all Sales - consumable products 2. Receive Praise, Recognition & Prizes 3. Flexibility to work when you want 4. You are your own boss 5. Earn the use of a Car or take Cash Compensation 6. Tax Deductions - Supplies, Travel, Equipment, etc. 7. No Territories 8. No Quotas (\$200, twice a year to stay active) 9. Golden Rule 10. Priorities of Mary Kay - God 1st, Family 2nd, Career 3rd 11. Positive Support System that Encourages Success 12. Equal opportunity advancement— you decide when you want to move up 13. 90% buyback guarantee 	<ol style="list-style-type: none"> 1. FACIALS: 1-2 people, 50% commission (average facial = \$100 & takes about an hour) 2. SHOWS: 3-6 people, 50% commission (average show = \$300 and takes about 1 ½ hours) <ul style="list-style-type: none"> • Hypothetically, if you were to run your own business, how many hours a week could you invest? _____ • Multiply # of shows _____ x \$300 = \$ _____ \$ _____ profit! 3. REORDERS (Average = \$200/customer/year) Multiply the # of customers _____ x \$200 = \$ _____ \$ _____ profit/year 4. TEAMBUILDING: 4%, 9% or 13% commission 5. DIRECTORSHIP: Team Commission + Director Commission of 13%, plus \$500-\$5000 monthly bonus + unit teambuilding bonus + car + insurance
Hypothetically, if you were to do Mary Kay, 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? Preferred Customer Program _____ Web Site _____	
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? _____	
The way you get started is to fill out an agreement for your Starter Kit. This can be done online. Receive in 7-10 days. It comes with everything you need to start your business. \$100 plus tax & \$7.95 shipping. MC, VISA or Discover 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 Business Debut, Pinning, etc...	
CONSULTANT _____	DIRECTOR _____ DATE _____