

# F E A R L E S S

MARY KAY INDEPENDENT BEAUTY CONSULTANT

## INTERVIEW/CAREER CHAT GUIDE

- 1 Tell me a little about yourself (work, family, hobbies, interests)
- 2 What brings you joy? What do you value most in your life at this season?
- 3 What was your first money-making experience? How old were you? What has been your favorite job or work experience?
- 4 Share a time you set a goal and completed it.
- 5 Tell me about a time when your influence resulted in a positive action or experience for someone else.
- 6 Fast forward your life one year. Imagine you have a successful Mary Kay business as a work-from-home entrepreneur. In what ways would your life be different from the way it looks today?
- 7 What do you need most in your life right now?



# F E A R L E S S

MARY KAY IBC LEADER

## INTERVIEWER GUIDE

- 1 (PICTURE) Tell me a little about yourself (*may need to prod--work, family, hobbies, interests*)
- 2 (PURPOSE) What brings you joy? What do you value most in your life at this season?
- 3 What was your first money-making experience? How old were you? What has been your favorite job or work experience? (Expand on her reasons- 'tell me more' 'what about that was most rewarding', listen to HEAR).
- 4 (PASSION) Share a time you set a goal and completed it.
- 5 Tell me about a time when your influence resulted in a positive action or experience for someone else.
- 6 (POSSIBILITY) Fast forward your life one year. Imagine you have a successful Mary Kay business as a work-from-home entrepreneur. In what ways would your life be different from the way it looks today?
- 7 What do you need most in your life right now?
- 8 If I can show you how to get what you need and keep what you value, is there any reason why you wouldn't consider Mary Kay as a viable business to build your dream life?
- 9 (CLOSE) What is the ONE question you'd need answered to bring you to a YES decision today?  
*Answer THAT question. Then: "What else would you need to know in order to make a YES decision." After about 4, ask "Is there any reason why we couldn't get your STARTER KIT ordered? How would you like to take care of it- credit card, check or cash?"*
- 10 The need of \_\_\_\_\_#7\_\_\_\_\_. If not through Mary Kay, how will you get there. What other question would you need to get answered in order to make a YES decision?

