

Inner-view Guide

Date _____ Consultant _____

Prospect Name _____

Address _____ City _____ St _____

Phone # _____ E-mail _____

Uses the product	yes	no
Hostess for a party	yes	no
Literature	yes	no
Guest at event	yes	no

**Step 1:
Our Agenda & You**

1. I'll ask you to tell me a little about yourself so I can get to know you better.
2. I'll tell you a little about me and my Mary Kay journey.
3. You will get to ask me questions about our opportunity, and I'll answer them.
4. I'll share some facts about our career
5. Once we've done the first four, I'll ask if you would like to work with me.

Tell me about yourself (family, job, education, hobbies, etc).

What do you like best about what you do?

What would you change, if anything?

What do you value or need most in your life right now?

Tell me about a time when you've been successful in life. What did you like most about that experience?

Let's fast-forward your life five years from now. What dream-come-true experience would you like to be living? Are you currently on-track to achieve that? Which do you need more of: time, money or both?

Step 2: Me

Would you be open to hear how Mary Kay might be able to help you obtain that? Let me tell you a little about myself and why I love what I do (2 minute I-story).

Step 3: The Facts

If I only had five minutes to share with you some facts about a Mary Kay career and how it could help you find the time/money you mentioned you're looking for, what would you want to know?

MARKETING PLAN POINTS

* No territories/No monthly quotas	* 90% buyback guarantee
* Golden Rule	* Training confidence & self-esteem
* Flexibility/Be your own boss	* Income potential
* Advance at your own pace	* Recognition & prizes
	* \$100 gets you started!

Which appeals to you the most?

QUALITIES WE LOOK FOR IN A TEAM MEMBER

1. Know God has more in store for them than what they currently have
2. Value education
3. Embrace our philosophies
4. Excited about positively impacting other women
5. Want to increase their financial situation
6. Want to have a high degree of independence
7. Willing to be part of a team and have the will to win

Which of these describe you?

Step 4: Your Questions

Hypothetically, if you were to consider doing this, knowing I would teach you the skills you need what are your personal strengths that would allow you to succeed? _____

With the proper training, do you feel that you could learn to do what I do? _____

Do you have any other questions I haven't answered? _____

Step 5: The Close

On an interest scale of 1-5 (5 being highest and 1 being you would rather eat dirt than work with me—and you can't say 3!), what is your current interest level in a Mary Kay career?