**STEP 1: Our Agenda & You**

- I'll ask you to tell me a little about yourself so I can get to know you better.
- I'll tell you a little about me and my Mary Kay journey.
- I'll share some facts about our career.
- I'll answer any questions you may have.
- Because we've done the other 4, I'll ask you if you'd like to work with me.

**(Icebreaker Question)** Before we start, what did you enjoy most about____________ (cd/facial/call)?

**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 need most in your life right now?
- Where would you like to see yourself 5 years from now?

**STEP 2: Me**

Let me tell you a little about myself, and why I love what I do!

**STEP 3: The Facts**

**SOME POINTS TO DISCUSS**
- No Territories/No Quotas
- Golden Rule
- Flexibility/Be Your Own Boss
- Priorities: God, Family, Career
- Advance at your own pace
- Confidence and Self Esteem
- Recognition & Prizes
- Training
- $100 Gets You Started!

Which appeals to you the most?

**INCOME POSSIBILITIES**

1. Sales of Product-50% Gross Commission
   (Sales: Classes/Facials/Web Page/On The Go/Silent Hostess)
2. Team Building Commissions: $200-$2,000/month
3. Directorship = Ave. $50,000 commissions + sales + prizes
   
   Additional Financial Perks:
   - Car Program: Car, 85% insurance, taxes, plates (or $350/month cash compensation)
   - Tax Deductions: Home office, supplies, car, equipment

**Qualities we look for in a Team Member:**

1. Busy Person
2. Doesn’t know a lot of people
3. Is NOT the sales type
4. Has “more month than money”
5. Family Oriented
6. Decision Maker

**STEP 4: Your Questions**

Hypothetically, if you were to consider doing this, what are your personal strengths and why would you be good? ________________

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

Do you have any other questions that I did not answer? ________________

**STEP 5: The Close**

Is there any reason why you wouldn’t want to work with me? ________________