

15 minute 3 way call with the 4 P's and short interview

Intro:

Hi _____! Thank you for helping _____ with her training today!! Here's what we are going to do: I'm going to ask you to tell me about yourself, ask you a few questions and then I would like to share 3 things that most people want to know about Mary Kay (or the 3 things that most interest people in a career with Mary Kay). Then at the end I will just ask you to give your opinion. Does that sound OK?

4 P's

1. First, Tell me a little more about yourself. (pay attention to the first thing she says) (**PICTURE**)
2. What puts a smile on your face or what brings you joy? (**PURPOSE**)
3. Tell me about a time you felt proud of yourself or felt successful? What was it about the experience that you loved the most? (**PASSION**)
4. Fast forward a year.... Let's dream for a minute, If money and time were not an issue, What dream would you like to be living or have come true ? (**POSSIBILITES**)

Awesome! Thank you so much! Give her a compliment about something she said that you liked.

So I'm' not a stranger to you, I would like to share a little about myself.
(Share a short I-story of your life and journey in Mary Kay.)

OK, so now I am going to share the 3 things that most people want to know if they were going to consider Mary Kay for themselves.

1st: Well, the 1st thing that most people want to know about Mary Kay is:

*How much does it take to get started?

(Show picture of starter kit and explain what comes in it and that it is the only required investment to begin a career with Mary Kay)

2nd : The 2nd thing most people want to know:

*How much money can I make?

(Share your story and let her know that most new consultants clear \$50-\$75 an hour for the time they share the product w/others. We have unlimited income potential and we have 2 ways they can make money. Sales — 50% profit and commission earning 4% with their very first team member)

3rd: The 3rd thing most want to know:

*How much time does it take?

(Share that it can take as little as just a couple of hours a week or they can replace full time pay with only part time hours. The more time they invest, the faster they move up and the more money they make. But they can also take it as slow as they want, putting it in the pockets of time they have available)

Ok, so if you only had a couple more minutes with me...what would be one question that you might have for me?

CLOSING: On a scale of 1—10 (5 being a chicken answer so you cant say that) where would your interest be in becoming a Mary Kay Beauty Consultant? (If they answer 6-9 I usually ask them what would have to happen to get them to a 10... then follow up in a few days with their answer if they need 48 hours to give you an answer)