

Sharing Form

Date _____

Prospect Name _____

Address _____ City St Zip _____

Phone Number _____ C _ H _ W _ Best Time to Call _____

Email _____ Check Regularly? _____

Consultant Comments

Step 1 (Hand her a copy of the Recruiting Notebook. Ask questions on first page and make notes below.)

1. "Tell me a little about yourself." _____
2. "What brings a smile to your face?" _____
3. "Tell me about a time you felt proud of yourself. What was it about the experience that you loved the most?" _____
4. "Fast forward your life one year from today. If money and time were no object, what dream would you like to be living? _____
5. "What has been your experience with Mary Kay products?" _____
6. "Have you heard how we make our money? Tell me what you've heard. _____
7. "If I only had 5 minutes to share some facts with you about a Mary Kay career, what would you want to know?" _____

NOTES: _____

Step 2 (Know your goals and why you love this business. Write them below, so you are prepared, until you have them memorized.)

"I'd like to tell you why I'm building my business." _____

Step 3 Read the Recruiting Notebook to your prospect. She follows along in her copy of the book while you read the book to her from your copy of the book. Occasionally, ask her if she has any questions. Always explain things from her view point, rather than yours. Ex: "When **you** hold a party, **you'll** make 50% of the sales," rather than saying "When **I** hold a party, **I** make 50% of the sales."

Step 4 (The Close) Read the "And Finally" page in the Recruiting Notebook.

1. If you were to consider doing this, what are your personal strengths and why would you be good? _____

2. Do you have any questions that I didn't answer? _____
3. On a scale of 1- 10 (1=I'd rather eat rocks than ever own a Mary Kay business; 10 = Sign me up now!), what is your number and why? _____
4. "Is there any reason we couldn't go ahead and fill out the agreement and get you started with your training? _____
5. "What would hold you back from filling out your agreement today?" _____

Step 5 If she agrees to fill out agreement, stop and do it then. If not, then continue reading the next page with the Scale. Send her home with the Career Opportunities sheet: Have her fill in the numbers if she has time, or send her home with the numbers filled in.