

# The 4 Key Questions

Prospective Team Member's Info	Name:		Date:	
	Phone:		Time:	
	Email:			AM/PM

## Agenda for the call: Introduction, 4 Key Questions, Close.

### Introduction:

- I have four basic questions for you.
- There is no right answer - just the honest one.
- And know that I will love you regardless.

### 1. Tell me a little more about yourself (i.e. family, job, hobbies, etc.)

*Note to Consultant: Be mindful of what is mentioned first & most often. Refer to DISC Team Building doc.*

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### 2. What puts a smile on your face?

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### 3. Tell me about a time when you felt successful. What did you like most about that?

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### 4. Fast-forward a year - what unfulfilled dream would you like to have come true that you are not living now? Where are you with achieving that goal?

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### NOTE TO CONSULTANT:

- Listen MORE, talk LESS. Remember: W.A.I.T. (Why Am I Talking?)
- Relate the above responses to **some** aspect of the Mary Kay business opportunity based on the DISC chart. [Example: If she talks about her children/family, then focus on how her own Mary Kay business will allow her to provide for or spend time with her family.]
- When presented with objections, flip-it & focus on 'selling' the prospective team member **her own** dream - that she has communicated to you during this interview.