Script to Schedule your first “Practice Interviews”

Conducting your first \_\_ Interviews (also known as “Q&A” sessions) is SO important in your first 2 weeks of business! It will show you how great our company REALLY is, and teach you the facts about our marketing plan while boosting your confidence. When you begin holding your Practice parties, you will be Ready, Enthusiastic & Equipped! Simply select 5 women whom you admire. Be sure to choose women you would like to rep- resent your team & to represent Mary Kay Cosmetics. You never know who will surprise you & decide to join your team when they understand what Mary Kay actually offers! Your Director will conduct the appointment in person or over the phone...and you get to watch & learn.

"Hi, \_\_\_, this is \_\_\_. I'm EXCITED... and I'm calling to ask you if you can do me a huge favor. I'm at a point in my Mary Kay business where I am ready to move into a leadership position!  So.. as part of my training, I need to observe my director sharing our business plan with five sharp women. She asked me to think of the 5 women I think the most highly of, and you were one of them! Now, this doesn't mean you have to have any interest in Mary Kay yourself. It just means you are willing to help me with a practice interview to develop my interviewing skills...okay?

Great! Now, for helping me, I want to give you your choice of a free eye shadow, or any one item in our line for 1/2 price. How does that sound? What would be better for you, a daytime of evening? Monday or Thursday? (Establish location) This is great! I really do appreciate your help, \_\_\_. I'll see you then!

Consultant note: The day before your appointment, call her to see which item she'd like free... this give you a chance to make sure she's coming without actually asking her "if you're still on". Just say "I was just about to wrap your gift and I forgot to ask you whether you wanted the free mascara or lipstick for doing the practice interview with me tomorrow?"