

# INTERVIEW GUIDE

Name:	Date:
Consultant:	Is a customer      Yes    No
Phone:	Hostess              Yes    No
Email:	Guest at an event    Yes    No
City/State:	Video or Audio      Yes    No

<p><b>STEP 1: OUR AGENDA &amp; YOU</b></p>	<ul style="list-style-type: none"> <li>▷ I'll ask you to tell me a little bit about yourself so I can get to know you better</li> <li>▷ I'll tell you a little about me and my journey</li> <li>▷ I'll share some facts about the opportunity</li> <li>▷ I'll answer any questions you have</li> <li>▷ At the end, I'll ask if you'd like to get started! There's no obligation of course</li> </ul>
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Tell me about yourself (family, job, education, hobbies, etc):

What do you like best about what you do?

What would you change, if anything?

Thinking about a perfect career, what 3 things would be most important to you?

Do you prefer: \_\_\_\_ to be a part of a team                      \_\_\_\_ to lead the team

At this point in your life, what do you feel you value and need most?

<p><b>STEP 2:</b></p>	Let me tell you a little about myself, and why I love what I do!
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<p><b>STEP 3: THE FACTS</b></p>	<p>Go over the starter kit. Then ask... If I had only 5 minutes to share facts with you, what would you want to know, what are you curious about? Check and cover the topics below:</p> <ul style="list-style-type: none"> <li><input type="checkbox"/> Training/support</li> <li><input type="checkbox"/> Confidence/self esteem</li> <li><input type="checkbox"/> Recognition/prizes/career car</li> <li><input type="checkbox"/> Income Potential/Advancement</li> <li><input type="checkbox"/> Flexibility/No territories</li> <li><input type="checkbox"/> Priorities/the Golden Rule</li> <li><input type="checkbox"/> Other: _____</li> </ul>
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<p><b>STEP 4: QUESTIONS</b></p>	<p>If you were to become a consultant today, what will be improved a year from now?</p> <p>If you were to consider doing this, what are your personal strengths? _____</p> <p>Do you have any questions I did not cover? _____</p>
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<p><b>STEP 5: GET STARTED</b></p>	<p>Is there any reason why we couldn't get you started today? _____</p> <p>On a scale from 1-10, 1 being "never in a million years" and 10 being "sign me up," where is your interest level? 1 2 3 4 5 6 7 8 9 10</p> <p>If it's below a five ask her "what would the opportunity have to offer for you to join us" If she still says no, ask for referrals. If she is above a six ask her "what questions can I answer for you, to make you a 10" Have fun, be confident, and remember, every woman needs the opportunity to change her life!!!</p>
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