

Interview Tracking Sheet

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Interview Dialogue

Hi _____ this is _____. I am so _____ (add positive emotion.) I have made the decision to move up into leadership with Mary Kay.

Part of my requirement in the next week is to get the opinion of our marketing plan from 15 of the sharpest women I know.

I immediately thought of you because

(add appropriate qualities.) I understand that this may or may not be for you, but I think you would be great at doing what I do.

It will only take about 30 minutes of your time. Would you be open to getting together today or tomorrow.

NAME _____

CONSULTANTS NAME _____

DATE _____

1. Tell me a little bit about yourself.
2. What do you like most about what you do?
3. What do you dislike?
4. If you could change anything what would it be?
5. If you could create the ideal career for yourself what would it include?
6. If you had a little extra money each month what would you do with it?
7. What three things do you value the most in your life right now?
8. What do you feel you need the most of in your life right now?
9. What do you dream of having?
10. How long have you used Mary Kay?
11. What is your favorite product?

Thank you! I feel like I know you a little better.

12. Have Consultant share what she enjoys most about her business.

13. Have Consultant share why she thinks the prospect would be great and the qualities she sees in the potential team member.
14. Share your "I" story/marketing.
15. If you did this what would you enjoy the most?
16. What assets or qualities do you feel you have that would make you good at Mary Kay?
17. Based on what we have talked about, on a scale of 1 to 10 where would your interest level be? 1 is that you would rather stand naked on a corner selling newspapers. 10 is that you are a lot more interested than you thought you would be. You can't say 5 because that is a totally chicken answer.
18. What would you need to get to a 10?
19. Would it be okay with you for my Director to follow up with you in the next 48 hours to see if I did a good job on the interview and to answer any questions you may have?