

Book a Practice Interview

Hi _____ this is _____ with Mary Kay. Do you have a minute? Great!

The reason I'm calling is that I am so excited to work with my Director on leadership training and I want to ask if you would be willing to help me with one of my challenges. I get a fabulous prize when I complete it and you will get a gift from me for helping! Doesn't that sound great?! [?]

So, Part of my training is to hold 10 practice interviews either this week or next.

(Choose one of the following)

* My Director will actually be presenting while I listen and take notes on how to present the marketing plan.

* We will meet for coffee and I will explain the marketing plan, you will ask questions and give me your opinion. It's that simple.

* It could be either a 3-way phone call with me listening quietly on the other line taking notes, while you role play with my Director - or we could buy you a coffee and meet for a quick 20 minute interview - which is what I would prefer, because I'd love to see you face to face! My Director will share the marketing plan and you will give us your opinion.

(Choose one of the following)

* I realize you are probably not really interested in being a MK Consultant, that's why we're practicing on you! I just need sharp women who will ask great questions.

* Mary Kay may or may not be something you would ever consider for yourself and that is okay!

* This may or may not be for you but you are definitely someone I would love to work with and I feel you have the qualities we look for. You are friendly, _____, _____ and you love the product!

So, for letting me practice with you I will give you _____.

Is there any reason why we couldn't get together for a quick coffee to so we can get your opinion of our business? It will take about 20 minutes.

Thank you so much for helping me with this challenge, I really appreciate your time.

I have _____ and _____ available. What works better for you?