

Questions to ask

If you did this, what would you enjoy the most?

(Tells you her "hot button")

What assets do you have that would make you an asset to Mary Kay?

(This is an "interview" question and has her "sell" you on herself!)

If it takes 1-2 hours to do an appt. how many would you hold per week?

(Use the weekly planning sheet here to show her how she would have the time.)

If I show you how to do this, could you do it?

If I could show you how to take \$100 and turn it into \$1000 in 30 days, could you find \$100? (see back)

How would you like to handle it...Visa, MC, Discover, check or cash??

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To show her how to turn \$100 into \$1000 in one month.....

3 classes a week (3 hours) X \$200 class average
= \$600

\$600 X 4 weeks = \$2400 at 50% profit = \$1200
(even at a 60/40% split, that is \$960 profit) in 12-15
hours a month!!

Then ask "Is that enough?"

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