

Getting the Interview

Team building happens when we build rapport with our clients. How do you build rapport? By genuinely being interested in others and asking questions. When you ask enough questions, you will find a person's need. By listening and genuinely caring, you don't need to persuade people to become consultants. Instead they will enroll for their reasons.

Some questions to discover a person's need are: Do you love what you do? If you would want to change one thing about your job, what would it be? If you wanted to provide something extra for your family, what would that look like?

As they are sharing, you might add, "You know what, I might have a solution for that, but tell me more." Don't break rapport. You will offer a solution later, but for now focus on them.

From this conversation you will want to invite them to take a look at Mary Kay without any pressure. You might give a compliment, address the need, release any pressure and get the appointment. It might sound like this, "You know Jane, when I met you I was really impressed with your confidence and sense of style, I remember you mentioning that you were bored at your job and wanting to do something else. If you see what I see, you could have a lot of fun working as a Mary Kay Consultant.

(If you see what I see....make a lot of money....make a difference in people's lives) Mary Kay may or may not be a fit, no worries. When's a good time for us to talk more, _____ or _____? or you could say, "I would love to text you a video to watch, and follow up tomorrow evening to find out what you think of what you saw. Would that work for you?"

closing: what did you like best? what else, what else? what else? Can you start connecting the dots for yourself? Are you seeing what you're wanting?

Would you like for me to share with you how to get started? Where do you see yourself fitting in?

I have to think about it...where are you feeling a little stuck?

Once they get started, keep it simple. Help them get a fast win.

Your job is inviting. The more people you invite, the more people will be on your team!

Simply learn to build rapport, find need, release pressure and invite, invite, invite! Hold lots of parties because that's where you'll find the people to invite!