

**How to Team Build, not just market information!  
Multiply Yourself!!!**

**9 Questions to Memorize  
(put each question on index card)**

- 1. What has been your experience with Mary Kay products? (good impression, bad impression)**
- 2. Have you ever heard how we make our money? (What does she already know; so you don't have to waste time on those things.)**
- 3. Tell me about yourself? (Reveals personality, helps you to tailor to her needs.)**
- 4. If you could change any one thing in your life right now, what would it be? (her needs)**
- 5. Share why you are building your business—tell her your goal. (Women want to be a part of a winning team)**
- 6. This is how our MK Marketing Plan works. Go over Fast, Fun Facts**
- 7. After hearing what I've shared with you, what did I NOT answer that you would need to know to make a decision about this opportunity for you?**
- 8. What is the most appealing or inticing thing you've heard from me today?**
- 9. What would hold you back from ordering your starter kit with me today?**

**Name:** \_\_\_\_\_

**Number:** \_\_\_\_\_

**Email:** \_\_\_\_\_

**Thanks for helping with my training.**