

To close the interview: "So if this was something should you decide to do - would you want to know what would happen to you? (laugh)?"

well basically this is the 1st of TWO decisions - the first one is a \$100 decision - that is IF you would like to go ahead and get a starter kit - so for \$100 you'd get all THIS (show starter kit flyer) so you get (& describe all the product that comes in the kit) plus you get all these samples, catalogs, training materials - just a ton of stuff for \$100 - it's VERY generous all what you get.

the SECOND decision is more like a "series of decisions" - it's more of a business decision - so some of those decisions are like "how do you want to run your business?" - which could include getting business cards, a personal website, it would also include making an inventory decision - Mary Kay fortunately gives up the opportunity to carry products in our home so we don't have to be running all over town delivering and shipping, etc. so that could be a couple hundred.....it could be a couple THOUSAND...it could be none....you're in the driver's seat all the way - we're just here to assist you in making a decision that makes sense for your committment level & desire to work the business.

So basically to get you started we just fill out the starter kit form & then we put it through online & then you get your starter kit via UPS in just a couple of days. I won't lie - it's like CHRISTMAS when your starter kit arrives! It's so fun! So what do ya say? I mean, I'd love to work with you! I think you'd be amazing! (or something sincere) whad do ya say? You wanna work with us?

After she signs:

"oh we are just so excited to have you! (sincerely share why you feel she's going to be great), so what are YOU most excited about?"

Well just know that I am here all the way to encourage and support you - we'll teach ya everything we know & let me tell you about our sales director - she is AWESOME! you will love her! (have her share how incredible you are) So she will probably be calling you in the next day or so - & when she calls ya - be sure to call her RIGHT BACK b/c you definitley want to get your calendars together so she can do your orientation - deal?

Also do you mind if I let you know your next steps? So here's your welcome packet (or show her where to download from online) - now just so you know - there's info in here for everyone regardless of what they want to do with

their business....keeping in mind SOME want to earn cadillacs....SOME want it to just be a hobbyand everything in between - so just know it has to be information for everyone as if MK was like a buffett - some want to partake in ALL of it...some want just to sample.....so don't get overwhelmed with the info - just know that Rachel (Director) will go over all of it with you & help guide you to your next steps.

Oh also, remember how earlier I said that part of the 2nd decision in MK is to make an inventory decision? Like some do a couple hundred, some a couple thousand & some none? Well I just want you to know that's in there too - so when you see \$3,000 you don't think it says like...3 MILLION!! lol!!

So be sure to listen to the welcome audio (show her where that is) & listen to it really thoroughly - esp with your husband & Rachel will be calling you really soon to introduce herself to you and find a time that you guys can do your orientation."

When DIRECTOR calls her to set up a time - be sure to also go over again the importance of listening to the welcome audio before her orientation and to come prepared with thinking of her goals or what she wants to do with her biz & her dreams, etc. I ensure she has listened to it beforehand by saying "Now be sure to listen to that welcome audio - it's really important b/c if you've listened to it then we can use our time together talking about OTHER things like your goals and dreams - rather than what's ON the audio lol! & I tell you what.....if you've NOT gotten a chance to listen to it...just text me and let me know and we'll reschedule."