

Career Chat Guide

DATE

PROSPECT NAME

CONSULTANT NAME

Basic Agenda:

1. I'll ask you to tell me a little about yourself so I can get to know you better.
2. We will chat about if MK might be a good fit for you.
3. I'll answer any questions you may have.
4. At the end, I will ask if you would like to join me in MK. :)

Does she...

use the product?	Yes	No
hostess for a party?	Yes	No
watched marketing video?	Yes	No
guest at an event?	Yes	No

STEP 1: YOU

Tell me about you!! What's your story? _____

What do you love most about what you do? _____

What would you change, if anything? _____

What do you value or need most in your life right now? _____

Ok... kinda deep, but if you were to imagine your dream life 5 years from now... what would it look like? _____

STEP 2: MK?

What has impressed or surprised you the most about everything you've heard about MK so far? _____

What do you believe your strengths are? _____

How do you see yourself benefiting from this business opportunity? _____

How would this opportunity serve you and your family? _____

STEP 3: ANY QUESTIONS

If I only had 5 minutes to share some facts with you about MK, what would you want to know? _____

STEP 4: WHAT DO YOU THINK?

I think you would be really great at this because _____!

What do you think? Could you ever see yourself doing what I do? _____

Is there any reason why you wouldn't want to go ahead and get started with the kit? _____

NOTES OR OBJECTIONS