

# HOTLINE *Share* QUESTIONNAIRE

1-641-715-3900 Access Code: 49413#

Hotline Guest Name: \_\_\_\_\_

Consultant Name: \_\_\_\_\_

Guest Phone number: \_\_\_\_\_



Remember to 3 way in your Hotline Guest to the Hotline and then after she has listened to the Hotline, ask your potential Team Member the following four questions: (please include response)

**1. What did you learn about MK that you didn't know before?**

**2. Based on what you heard, what would be the TOP REASON a person would want to become a MK consultant?**

**3. I am looking for \_\_\_\_ new team members this week . My goal is \_\_\_\_ new members by the end of this month. Who do you know that could use extra CASH right now?**

**4. Let me ask you... In a Million Years would you ever think about doing something like Mary Kay? Could you use any extra Cash over the next few months?**

Be sure to share why you feel she would be a great MK Consultant and why you would love to have her on your team!

## Consultant Follow up Questions:

**\*What was her response when you asked her to become a member of your team?**

**\* What do you feel should be your next step with your Hotline Guest?**

It is VERY IMPORTANT that you do immediate follow up within 5-10 minutes of listening to the message! Your results will be based on the following:

- 🕒 Who you ask on the call.
- 🕒 Immediate follow up.
- 🕒 How you close the follow up call.