

Questions for a Director to ask on a Follow Up Phone Call For a Potential Unit recruit that has been Interviewed by a Unit Member

By Monique Todd Balboa

My approach is to receive a critique of the consultant's interview skills as well as Answer the potential recruits' questions.

1. Did you find _____ professional in her dress and in her presentation?
Consultants Name
2. Did you find _____ pushy at all?
Consultants Name
3. Did you find _____ genuinely enthusiastic about what she is doing?
Consultants Name
4. Did you find _____ to be confident in her presentation?
Consultants Name
5. Was _____ knowledgeable about the company and/or the product?
Consultants Name
6. Do you feel _____ is ready to train others to do what she does?
Consultants Name
7. Do you feel that your impression of Mary Kay Cosmetics improved, remained the same or became less favorable since spending time with _____.
(Whatever she answers, say "in what way?") Consultants Name
8. _____, do you feel that if I were present or Mary Kay herself, when
Interviewee Name
_____ talked with you, that we would be proud of how she is representing the company?
Consultants Name

After these questions, you have finished your evaluation of the consultant who interviewed her, then, move on to overcoming objections?

1. _____, _____ thinks that you would be great in our business, I can't say that
Interviewee Name Consultants Name
Since I don't know you. I do know however, that _____ is building a top-notch team and would
Consultants Name
Love to have you on it. Are there any questions that I may answer for you that would help you consider our business?

OR

2. _____, if you could have the answer to any question about our opportunity, what would it be?
Interviewee Name