

Conducting a Successful Mini-Interview

Use Your Communication Skills:

- Curiosity
- Listening Levels I and II
- Self-Management

Walk Your Talk: Be in your "Being Place"

(How Do You Want to be Received?)

- Connecting
- Confident
- Empowering
- Visionary
- Spacious
- Detached from the Outcome
- Listening

Make the Connection:

Before the Appointment:

- Send a card sharing that you're looking forward to your time together.

At the Appointment:

- What kind of an **environment** will support a connection and communication?
- Make it about them. Engage in casual conversation.
- **Lead Line:** How would you lead into a connection conversation?
 - How's Life?
 - How's your day going?
 - Tell me about yourself?

Ask Intentional Questions About Their Experience:

- What have you enjoyed most about your experience with (company name)?
- I'm curious as to what piqued your interest about (company name).
- If you were to accept a position with (company name), how many parties do you suppose you'd hold in a week?
- Calculate that amount for the month.
- What would you do with the \$800 (or calculated amount) a month? (Example: pay bills, etc.)
- What would you enjoy the most? Least?

Intentional Questions As To How the Business Operates

Consider designing question cards:

- What benefits can I offer my customers?
- What benefits can I offer my new hostesses?
- What are the most common reasons guests decide to schedule a party?
- How can I earn product and receive discounts on merchandise?
- Is there a minimum sales quota?
- What kind of support will you give me?
- How do I receive my initial products to show at my parties?
- How much income can I expect to earn on an average party?
- Is there ongoing training?
- What happens if I decide this business isn't for me?
- What are the benefits of being an independent contractor?
- Tell me more about your advancement program.

Proceed with the Interview:

- Tell your Story. Focus on identifying with the person you're interviewing.
- Show the products that come in their kit.

Close:

- So when do you want to get your first check?