

## **How to Conduct a Career Chat**

An in person career chat with your potential consultant helps develop the relationship from the beginning. The purpose of the chat is to get to know her, help her determine her dreams and wants. Only then, can you truly answer her questions and begin to overcome any objections or fears.

### **What to bring with you:**

Small Gift, Career brochure, Achiever, Product Brochure, BeautiU Dates, an Empowering Woman Magazine with some articles tabbed, hostess information. Writing pad.

### **Career chat should last 30 – 45 minutes**

### **There are five basic reasons consultants join BeautiControl:**

- \*Affiliation
- \*Recognition
- \*Freedom and Flexibility
- \*Personal Growth
- \*Earning potential

Objective during the “chat” is to determine her reason.

### **Career Chat Outline:**

- Five minutes to get to know her
- Review Career Brochure with her
- Three types of consultants with BeautiControl:
  - Friends and Family
  - Spa Diva
  - Build the Life you love
- Ask her if she were to join today what type of consultant appeals to her
- From her answer, then you go in that direction and explain more
- If she is unsure about joining, give her an Empowering Women Magazine and pick up from her within 48 hours
- If she decides not to become a consultants, ask her to become an elite hostess
- If she decides to become a consultant, get her going immediately with her spa launch; sign her up for training, and Fast Track.

**Remember: People don't care how much you know, they want to know how much you care.**

