

DREAM SESSION WORKSHEET for CONSULTANTS

Consultant _____ Date _____

Client Name _____

Cell # _____ Email _____

Uses the Product Y N

In Person/App Y N

Information Packet Y N

Guest at Event Y N

Marketing Video Y N

**Does not need to complete all of the above.*

AGENDA & All About You!

1. I'll ask you to tell me a little bit about you.
2. I'll tell you about myself & the type of woman I am looking for.
3. I'll share some facts about our business.
4. I'll ask if you have any questions.
5. Last, I'll ask your opinion and see if this is something you'd like to try?

1

Tell me about yourself (family, job, education, hobbies, etc.) What brings you joy?

Who would be positively impacted if you had more time and money?

If you had plenty of time and money, what would your Dream Life look like?

2

About Me

Let me tell you about me and why I love what I do.

I am looking for women who...

- ...Are in great demand.
- ...Motivated to make more money for family & charitable org.
- ...Who see themselves as teachers, coaches, mentors.
- ...Enjoy professional and personal growth.
- ...Make other women feel beautiful, powerful & important.
- ...Can make decisions quickly.

Can you relate to any of these?

MK Facts & Questions

3 **Discuss Dream Sheet Side 2. Let's see how Mary Kay could fit into your life.**

- Here are some ways we work our business. Which of them appeal to you?
- What would you do with some extra money in your budget?
- Draw a line where you already have commitments. Circle where you could hold appointments.
- Calculate her weekly profit. *The # of circles equals numbers of faces. This is the # you will insert into the first line of the Retail Sales Income section.*
- How quickly would this weekly profit help you _____? (the answer to the extra money question above)
- If you were to get started, who would you love to go through training with? Write their name down...who else...who else? It is so much more fun with a friend or two! Let me show you how this works. (Show Dollar Bill)
- If we were to partner together, which type of consultant would you be? **It All** **Side Gig**

4

Can I tell you what it would take to get started?

- It's only \$30, and then you can decide if you want an enhanced started kit.
- Plus there is an opportunity to receive over \$1000 in free product.
- We will get together for lunch to get everything setup so you can start making money. I'll even help you with your very first appointment!

I would love to work with you! Would there be anything stopping you from getting started today?

Created by NSD Holli Lowe
Adapted by NSD Diana Sumpter

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Pink Possibilities Chat

If she is ready to start:

Have her fill out her agreement online or sign into your website to get started.

If she is a maybe:

“Great! What about Mary Kay impressed you the most?”

“What questions do you have about Mary Kay?”

Would there be anything else stopping you from getting started, it is only a \$30 decision and the appointment we just set up could be yours, that way you would make the 50% profit!

If she is still a maybe:

“You have great questions! Let’s do the Pink Pillow Test and that is if you keep thinking about MK through the night, let’s get you started. If not, then we can get you placed into my Prestige Client program.

This is a WIN-WIN for you!”

If no not now:

Thank you for being so honest, was there any part of what I shared today that impressed you?

Would you be willing to help me with my leadership training by listening to a quick video and asking some questions. No pressure I promise, plus I will have a free gift for your time.

Overcoming Objections

For more information, click on the QR Code and watch Diana go through this process and overcome the most common objections.



Dream Session Video