

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 tell you about myself & the type of woman I am looking for.
2. I'll ask you to tell me a little bit about you.
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

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?

About Me

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

2

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

Tell me what brings you joy?

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

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.
Each Circle equals 3 Clients.
- Calculate her weekly profit. *Each Circle equals 3 Clients. 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)

4

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

- There are 3 Options to get started **\$35** or **\$45 Plus** or **\$90 Pro Start**
- Plus there is an opportunity to receive over \$1200 in free product and 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!
- **If you decided to get started, how would you customize your Startup Experience?**
- **After everything you heard today, on a scale of 1 to 5, let me know your interest level.**
1 being stay a happy client and 5 being Yes get started today!
- If they are not a 5 ask, "What would it take to move you to a 5?"

DREAM SESSION WORKSHEET *for* CONSULTANTS

If she is a 5:

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

If she is 2-4:

“Great! What would it take to move you from a 2-4 to a 5?”

Wait for her answer

If we could show you how to do that, is there anything else that would stop you?

Wait for her answer

If we could show you how to do that, why would you get started?

Ok, lets chat about your concerns, they are legitimate.

Start with the first concern and simply explain each when there are no more concerns

“Would there be anything else stopping you from getting started today? It is only a \$35 decision and the appointment we just set up could be yours, that way you could make enough money to (whatever she shared with you). I think we would be great together.

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