

APPROACHES TO BOOKING RECRUITING INTERVIEWS

- 1. Hi, _____ this is _____ and the reason I am calling you is that I have just had a conference with my Director and we were discussing the fact that we are looking for people to teach skin care with our Company. She asked me who I had come in contact with through my friends and customers that I was most impressed with and I immediately thought of you. I told her I had no idea if this was anything that would be of interest to you or not, but I would love to have the opportunity to tell you about it because, she suggested, that even if you are not interested after hearing about it, you might be in a good position to recommend someone to us. Then, I will call to set up an appointment.**
- 2. Hi, _____ this is _____ and the reason I am calling is that I need your help with something. I am taking a leadership class with my Mary Kay business. Part of my assignments is to expose 10 people this month to our career opportunity. My Director asked me to select some people whom I feel comfortable with and would give, not only, 30 minutes of their time but also their honest opinion. I immediately thought of you. Is there any reason I couldn't get your honest opinion sometime this week during a break in your schedule?**
- 3. (At the class) _____, could I ask you something? Have you ever thought about having your own business or working part time for fulltime pay, like doing what I do? (Their response) I know how you feel. I felt the same way but when I found out that we teach skincare and set our own hours, I remember feeling that it couldn't hurt to hear the facts. I know you are an intelligent woman and couldn't make a decision one way or the other without first hearing the facts. (Go immediately into...) I know you work. Do you get a lunck break?**