**Interview with a Potential Distributor**

Goal: To decide if we’re a good fit for each other, to help them to believe they CAN do this, and to get them excited about the opportunity and ready to take action.

\_\_\_ Let them know I reviewed application and I’m excited to talk.

\_\_\_ Ask them to tell me more about their reasons for wanting to do this

\_\_\_ Explain how I mentor, and differentiate myself from others

\_\_\_ Train on becoming a leader

\_\_\_ You walk, I walk

\_\_\_ How much time we’ll spend together

\_\_\_ Explain how the process will work from here

\_\_\_ Answer any questions

\_\_\_ Decide on package they want to go with

\_\_\_ Direct on next steps and get a time commitment

\_\_\_ Let them know I’m excited