



WEEK 2 - ACTIVITY 3

The 4 P's Questions

Audio Transcript

In the 2 previous activities of this module, you learned about the Four DISC personality types and practiced what you learned by doing booking and team building role-plays with your Sales Director or Power Partner.

Now it's time to familiarize yourself with another great way to connect with other women. It's by using the 4 P's Questions. The 4 P's refer to one's Picture, Purpose, Passion and Possibilities.

The 4 P's Questions are:

1. PICTURE - Would you mind telling me about yourself?
2. PURPOSE - What brings you joy?
3. PASSION - Tell me about a time when you were proud of yourself. What was it about that experience that you loved the most?
4. POSSIBILITIES - Let's dream for a minute. If time and money were not an issue, what dream would you like to be living a year from now?

Take a moment to picture yourself preparing for a team building appointment. You are about to share the Mary Kay opportunity with a potential team member. Remember, it's not just about adding a new team member to your team. Let your conversation focus on HER. Let her tell you about herself, what brings her joy, her most cherished experiences, her dreams for the future... Make it all about HER. This will make her feel valued and important. Then if you think she's ready, ask her if she thinks the Mary Kay opportunity would be right for her.

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