



Name \_\_\_\_\_ Home # \_\_\_\_\_ Work # \_\_\_\_\_ Consultant \_\_\_\_\_

E-mail \_\_\_\_\_

Currently Use Mary Kay? Yes  No

Occupation \_\_\_\_\_ Family \_\_\_\_\_

1 Tell me About Yourself:

- Tell me about yourself (family, hobbies, education, etc.)  
\_\_\_\_\_
- Where have you worked in the last five years?  
\_\_\_\_\_
- What have you liked and disliked about these jobs?  
\_\_\_\_\_
- If, 5 years from now, you were doing the same thing you're doing today, would you be excited?  
\_\_\_\_\_
- What is your greatest need right now?  
\_\_\_\_\_
- Based on what you know about Mary Kay, what are your concerns?  
\_\_\_\_\_

2 Please check the box that best describes you:

<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Results Oriented	People Oriented	Family Oriented	Detail Oriented
Quick Decisions	Intuitive	Slow, Paced	Analytical
Direct Style	Motivational	Team Player	Perfectionist
Achievement	Recognition	Security	Service
Motivated	Motivated	Motivated	Motivated
<i>Values at work:</i>	<i>Values at work:</i>	<i>Values at work:</i>	<i>Values at work:</i>
Time and Effectiveness	People Relationships	Guidelines Structure	Organization Excellence
Fast Worker	Enthusiastic Worker	Consistency Steady Worker	Thorough Precise Worker
Powerful Influence	Inspirational	Loyal	Critical Thinker
<i>Desires:</i>	<i>Desires:</i>	<i>Desires:</i>	<i>Desires:</i>
Management and Money	Praise and Prizes	Security and Benefits	Flawless Performance

3 Reasons Why Women Join Mary Kay  
\*\* Circle the ones that appeal to you!!!

- Prioritize their life: God 1st; Family 2nd; Career 3rd
- Live by the Golden Rule
- Money: Average Consultant begins around \$25 per hour
- Prizes and praise
- Be your own boss: Answer to only **YOU** and *your* goals
- Flexibility: Work when, where and how you want
- Make new friends
- Tax Advantages: Business expense deductions
- Career Advancements: Based on personal activity, not chosen
- Company Car: Qualify in just 4 months or less for the Red Pontiac Grand Am
- No quotas or territories (\$200 WS every 12 months, minimum)

4 Qualities of Mary Kay Consultants

Many successful consultants share these qualities. Check the ones that sound like you.

- Family-Oriented** - You put your family before yourself and don't use them as an excuse.
- More-Month-than-Money** - You need extra money and are interested in making more.
- Decision-Maker** - You aren't afraid to take a chance on your gut feelings and give something new a try.
- Very-Active-Lifestyle** - You are on-the-go with a busy schedule with little time for yourself.
- Not-the-Pushy-Sales-Type** - You are a good listener and could build a strong reorder clientele.
- Small Group of Friends** - You are new to the area or don't know many, but like to meet new people.

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How We Make Money In Mary Kay*\*\* Circle the ones that appeal to you!!!*

1. Product Marketing = 50% profit
  - On The Face - Classes: facials & makeovers; Group Appts.
  - On Paper - Look Book, Embrace Life, Preferred Customer Program
  - On-Line - Personal Website
  - On The Go - Quick appointments
2. Reorders
  - Products are consumable and customers reorder again and again
3. Team Building
  - Monthly Commission: 4, 9 or 13%
  - \$50 Bonuses
4. Leadership—Directorship
  - Monthly Commission: 9 -- 13% on Personal Team Members' wholesale
  - Unit Volume Commission: 13% on entire Unit's wholesale including personal Team Members' wholesale
  - Unit Volume Bonuses: \$500 - \$5,000
  - Unit Team Building Bonuses: \$300 - \$900, + additional \$600 Quarterly

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How To Get Started

1. Fill out a New Consultant Agreement.
2. Purchase your Starter Kit for only \$100 + tax and shipping.
3. Schedule your Business Debut with your Recruiter or Director, to be held, preferably, within two weeks of receiving your Starter Kit.
4. List names of everyone you know who has skin.

What excites you the most about this opportunity?

If this were something you truly wanted to do, is there anything that could keep you from getting started?

Could this career be for you?

Circle One:

- A Absolutely, I'm ready to get started with my \$100 Starter Kit
- B Buy me a cup of coffee and answer my questions
- C Call me for the next Mary Kay event
- D Definitely not! I'd rather pay full price for the rest of my life.

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You are the one who will decide  
Whether to do it or toss it aside.  
You are the one to make up your mind  
Whether to lead or linger behind.  
Whether you'll try for the goal that's afar  
Or just be satisfied to stay where you are.  
Take it or leave it, this brand new start  
It's all up to you to follow your heart.

If you've made the decision to join us...CONGRATULATIONS and WELCOME!  
You have made a decision that can change your life and the lives of others around you!

If, however, you need more time to think about it, please remember not to "think" too long! You will really never know until you try!

Decision Making Tools:

1. Pro & Con List: Let's list the worst thing that could happen if you do this. Now list all the good things that could be possible if you *did* do this.
2. The "Sleep Test" If you go home tonight and don't give this info another thought, then it's not for you. If you do go home, however, and can't sleep, toss and turn, think, "Should I or shouldn't I?" then you should go for it!

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Mary Kay always told us,

*"A woman can make an intelligent decision within 24 to 48 hours."*

I'm to call you tomorrow to answer any questions that you more than likely will have. If you haven't yet made a decision, then I'm to call you within 24-48 hours to see what you think. When I call, I want you to tell me one of two things...

- "It sounds good, but I'm not interested."
- Or "I'm scared, but what's the next step?"

When would be the best time to contact you within the next 24-48 hours to get your decision?

Call me on \_\_\_\_\_ (day), between \_\_\_\_ and \_\_\_\_ at \_\_\_\_\_ (number).

If your answer is no, not right now, then please know that we appreciate you for taking the time to hear some facts. The Mary Kay opportunity will always be here should you decide later. Until then, would you please be my talent scout and recommend women as qualified as yourself?