



# New Independent Beauty Consultant Inventory Worksheet

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1. What are your Mary Kay goals? Check the one best answer from each category below:

## **Selling Appointments**

- ☐ 3 or more appointments per week (approx. 10+ hours per week) = 3 points
- ☐ 1 to 2 appointments per week (approx. 5 - 7 hours per week) = 2 points
- ☐ 2 to 3 appointments per month (approx. 3 - 4 hours per week) = 1 point
- ☐ 1 to 2 appointments per month (approx. 1 - 2 hours per week) = 0 points

## **Success Meetings**

- ☐ I am committed to attend success meetings each week = 3 points
- ☐ I plan to attend success meetings twice a month = 2 points
- ☐ I plan to attend success meeting when it fits into my schedule = 1 point
- ☐ I do not plan to attend meetings = 0 points

## **Long-range Goals**

- ☐ I would like to earn the use of a Mary Kay career car = 3 points
- ☐ I would like to become an Independent Sales Director = 3 points
- ☐ I would like to replace my full-time income = 3 points
- ☐ I would like to build a solid base of customers = 2 points
- ☐ I will rarely hold appointments = 0 points

## **Desired Monthly Earnings**

- ☐ \$1,200+ = 3 points
- ☐ \$400 - \$1199 = 2 points
- ☐ \$100 - \$399 = 1 point
- ☐ Less than \$100 = 0 points

2. Do you have the resources to purchase Mary Kay® inventory? Yes ☐ No ☐  
Resources include credit card, personal loan, savings, loan from family, etc.

3. Calculate your points to see the suggested inventory package for you.\*

- 12 points: Career, Professional or Premium Package
- 10 -11 points: Superior Package
- 6 - 9 points: Superior or Enhanced Package
- 3 - 5 points: Basic Package
- 0 - 2 points: Custom Package

Name \_\_\_\_\_

See the *Ready, Set, Sell! Inventory Options* brochure for a visual representation of the approximate volume and quantity of items in each package and for the bonuses available based on your initial order. You are not required to place an order to become a Mary Kay Beauty Consultant