

“MARY KAY is the **perfect opportunity**” CD Questionnaire

Name _____ Current occupation _____

Address _____ City _____ St _____ Zip _____

Email _____

Phone (H) _____ (W) _____ Best time to call _____

Spouse's name _____ Mary Kay Consultant Name _____

Names/ages of children _____

Which woman on the CD could you relate to the most and why? _____

What did you learn about Mary Kay from the CD that you didn't know before? _____

Based on what you heard, what do you think you would enjoy most about a part-time or full-time career with Mary Kay? _____

What aspects of the Mary Kay business did the CD explain well? _____

What additional questions do you have about the business after listening to the CD? _____

Do you think someone in your line of work or your particular circumstances could relate to the CD? _____

Based on the information provided in the CD, please rate the following facts

(5 = completely covered the subject, 1 = provided no information)

How to begin a career with Mary Kay 1 2 3 4 5

The dual-marketing concept 1 2 3 4 5

How Mary Kay consultants earn money 1 2 3 4 5

The corporate business plan and career path 1 2 3 4 5

How career cars are earned in Mary Kay 1 2 3 4 5

Inventory options for new consultants 1 2 3 4 5

Average time involved for consultants 1 2 3 4 5

Benefits of mentoring other women & building a sales team 1 2 3 4 5

Women begin a Mary Kay business for a variety of reasons.

Which of the following are important to you? (Check all that apply):

____ Corporate priorities of faith 1st, family 2nd, career 3rd

____ Flexibility in work & family time

____ Be your own boss – control your quality of life, finances

____ No territories or quotas

____ Unlimited earning power and career advancement

____ Positive support system to encourage success

____ Mary Kay company car program

____ Recognition, prizes, gifts, awards for a job well done

____ Tax advantages/deductions and optional benefits

____ Obtain your cosmetics at cost

On a scale of 1-10 (10 being the highest), what is your interest level in a Mary Kay career after learning more of the facts? (There is no “5” – an answer of “5” just confuses me! •)

1 2 3 4 6 7 8 9 10