



Name: \_\_\_\_\_ Home # \_\_\_\_\_ Work or Cell # \_\_\_\_\_

Family: \_\_\_\_\_ Age: 18-25 26-35 36-45 46-55 56-65 66+

Occupation: \_\_\_\_\_ Consultant: \_\_\_\_\_

**The 5 Things We Want To Accomplish In The Next 30 Min.:**

1. I would like to get to know you a little better.
2. I will tell you something about myself and why I was attracted to the Mary Kay opportunity.
3. I will share some information and facts about the Mary Kay company and show you how to get started in your own Mary Kay business.
4. I will answer any questions you might have.
5. Based on the information I share, I will be asking if a Mary Kay opportunity is something you would consider for yourself.

**Information About Me:**

1. What I did before I started my Mary Kay business.
2. What attracted me to the Mary Kay opportunity.
3. What my greatest fear was and what I found.
4. What I most enjoy about my business now.

**Reasons Why Women Join Mary Kay:**

***\*\* Circle the ones that appeal to you!!!***

1. Prioritize their life: God 1st; Family 2nd; Career 3rd.
2. Live by the Golden Rule.
3. Money: Average Consultant begins earning around \$25/ hour.
4. Prizes, praise and recognition.
5. Be your own boss: Answer to only **YOU** and *your* goals.
6. Flexibility: Work when, where and how you want.
7. Make new friends.
8. Tax Advantages: Business expense deductions.
9. Career Advancements: Based on personal activity.
10. Company Car: Earn the use of a Free Pontiac Grand Am.
11. No Quotas or Territories.

**About You:**

1. Tell me about yourself?
2. What do you like most about what you currently do?
3. What would you like to change about your current situation?
4. If you could create a perfect career for yourself, what two or three things would be most important to you?
5. Where would you like to see yourself in 5 years?

### Qualities Of Mary Kay Consultants:

Many successful consultants share these qualities.

**\*\* Circle each one that sounds like you!!!**

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

### How To Get Started & Question?

1. Fill out a New Consultant Agreement.
2. Purchase your Starter Kit for only \$100 + tax and shipping.
3. Do you have any Question?
4. Of the information I have shared with you what impresses you the most about Mary Kay?
5. Is this something you would consider for yourself?
6. What would keep you from getting started today?
7. How would you like to take care of your Starter Kit?  
( Master card / Visa / Discover Card / Check / Cash )

### How We Make Money In Mary Kay:

**\*\* Circle each one that appeal to you!!!**

1. **Product Marketing = 50% Profit**
  - On The Face** - Classes & facials  
-Average class is about 2 hours with \$200 in sales.  
Profit is \$80 (after business expense) That is \$40 PER HOUR!
  - On Paper** - Look Book, Preferred Customer mailings.
  - On-Line** - Personal Website
  - On The Go** - Quick appointments
  - On with the Show** - Open houses.
2. **Team Building**
  - Monthly Commission: 4, 9 or 13%
  - \$50 Bonuses
3. **Leadership**
  - Average Sales Director earns \$50,000 or more a year.

### Decision Making Tools:

1. **Make a Pro & Con's List.** Make a list of the best and worst things about being a part of Mary Kay.
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, and think "Should I or Shouldn't I?" then you should go for it!
3. **"A woman can make an intelligent decision within 24 to 48 hours"**
  - I will be calling you to answer any questions that you may have and I want you to tell me one of two things:  
"It sounds good, but I am not interested" or  
"I'm scared, but what's the next step?"  
When would be the best time to contact you?

Call me on \_\_\_\_\_(day), between \_\_\_\_\_ and \_\_\_\_\_