

New Customer Profile

Name _____ Husband's Name _____

Address _____ City _____ State _____ Zip _____

E-mail _____ Phone _____ Best Time to call _____

Our Five Objectives . . .	
1. Tell me about you.	4. I'll answer any questions you may have.
2. I'll tell you about me.	5. Give me your opinion.
3. Listen to the facts about the Company.	

1. Tell me about yourself. _____

2. What do you enjoy most about our products? _____

3. What do you like best about your present job/lifestyle? _____

4. If you could make any changes, what would they be? _____

5. Are you satisfied with your current salary? _____

6. Describe what you feel would be the perfect job? _____

7. Do you have any goals, ambitions, or dreams that you haven't fulfilled? _____

8. Where do you see yourself five years from now? _____

9. If we only had 5 minutes together, what questions would you need to get answered in order to make a "yes" decision about our Company? _____

6 Qualities we look for in a Team Member	
1. Busy person	4. Has "more month than money"
2. Doesn't know a lot of people	5. Family oriented
3. Is NOT the sales type	6. Decision maker

Most people becoming consultants fall into one of the following four groups. Please check the group where you would place yourself.

- Home with the children and would like a flexible outlet/business/friends.
- Has a full-time job but needs a part-time job to supplement income.
- Well provided for financially but desires "something more" - excitement, glamour, and recognition/appreciation.
- Wants a "real career" with no ceiling on either earnings or advancement.
- Management is your goal at an income of \$60,000 - \$100,000+ minimum per year.

Listed below are reasons that others have chosen a career (part-time or full-time) with Mary Kay Cosmetics. Please check the ones which appeal to you most.

- | | |
|---|--|
| <input type="checkbox"/> "Free" Career Car program | <input type="checkbox"/> Discovering your full potential |
| <input type="checkbox"/> Being your own boss | <input type="checkbox"/> Financial and personal security |
| <input type="checkbox"/> Helping others | <input type="checkbox"/> Career advancement and self-improvement |
| <input type="checkbox"/> Personal growth | <input type="checkbox"/> No sales or time quotas – no territories |
| <input type="checkbox"/> Gaining new friends | <input type="checkbox"/> Flexible hours |
| <input type="checkbox"/> Professional growth | <input type="checkbox"/> Feeling of self worth and personal satisfaction |
| <input type="checkbox"/> Belief in the products | <input type="checkbox"/> Enjoy being with happy, uplifting people |
| <input type="checkbox"/> Supplement family income | <input type="checkbox"/> Belief in Golden Rule |
| <input type="checkbox"/> Extra income for "fun" things | <input type="checkbox"/> Improve knowledge of skin care and personal glamour |
| <input type="checkbox"/> Outlet for daily routine | <input type="checkbox"/> Belief in Mary Kay philosophy of God first, Family |
| <input type="checkbox"/> Weekly training in a positive atmosphere | |

Of the reasons you checked above, which three are at the top of your list?

- (1) _____ (2) _____
 (3) _____

If in your wildest dreams you were to become a consultant, which 8 people would you like to have host a skin care class for you and/or join you in Mary Kay building your team, your career car, and your organization?

_____	_____
_____	_____
_____	_____
_____	_____

1. What is most appealing to you about the Mary Kay opportunity? _____
2. If you were to consider Mary Kay, what qualities do you feel you have that would aid in your success as a Mary Kay consultant? _____
3. What concerns would hold you back, if any, from becoming a Consultant? _____
4. What other questions do you have? _____

On a scale of 1 to 10 with one being "I would never sell Mary Kay" and ten being "I would like to order my showcase and begin training", where do you stand? (5 doesn't count)

★ 1 2 3 4 5 6 7 8 9 10 ★

Is there any reason why we couldn't get your Starter Kit ordered? _____

How would you like to take care of it—MC/Visa, Discover, cash, or check? _____

Date _____ Consultant Name _____