

TODAY'S WOMAN

Name _____ Date _____
 Address _____ City _____ Zip _____
 Married(Yes/No) _____ Number of Children _____ Ages _____
 Home Phone _____ Work Phone _____ Alternate # _____
 E-mail address _____
 Best Time to Call _____ Current Occupation _____
 Do You Currently Use Mary Kay? _____ Consultant Name _____
 Directors name _____

Mark "A" Describing You the Most, "B" for Second Choice, "C" for Third, "D" for Last

| | | | |
|---------------------|---------------------|---------------------|---------------------|
| ___ Result Oriented | ___ People Oriented | ___ Family Oriented | ___ Detail Oriented |
| Quick Decisions | Loves to Talk | Loyal | Perfectionist |
| Likes Management | Motivational | Slow to Change | Critical |
| Power & Authority | Enthusiastic | Security Minded | Analytical |
| Time is Valuable | Loves Recognition | Goes by the Rules | Slow to Change |

Did you know.....

1. More women in Mary Kay earn over \$100,000 per year than any other company? Yes No
2. Doctors and lawyers have quit successful practices to pursue financially independent careers with Mary Kay? Yes No
3. There are over \$180 million worth of FREE cars on the road today? Yes No
4. Mary Kay also pays the insurance, personal property tax, tags, stickers and registration?
Yes No
5. Yes No
6. Mary Kay is a Fortune 500 company and one of the top 100 companies to work for in America? And top ten for women to work for! Yes No
7. The Mary Kay marketing plan is taught at 35 major universities, including Harvard? Yes No

Do you feel you're paid what you are worth? Yes No

Do you have all the flexibility in your life you desire?
Yes No

Are you in complete control of your career advancement?
Yes No

Is what you are doing, what you want to do for the rest of your life?
Yes No

Top Reasons Most Women Begin Mary Kay Cosmetics

(Put a checkmark next to all the reasons that appeal to you!)

- Company philosophy – God 1st, Family 2nd, Career 3rd
- Flexibility – more personal & family time
- No quotas – that means no pressure or stress
- Be your own boss & work from home
- Discount on all personal purchases
- More money
- Security
- No Franchises or pyramids
- No territories – sell and build teams anywhere in the US
- Prizes! Trips! Status! Recognition!
- Tax Deductions
- Free Company Car
- Free Life Insurance (for Directors)

Avenues of Income

1. **Personal Use:** Own products & gifts – lifetime discount
2. **Spare Time:** 2-4 hours a week (1 class/week or 1 photo shoot/month) \$10,000/year
3. **Part Time:** 6-8 hours/week - \$20,000/year
4. **Full Time:** 12-20 hours/week - \$30,000/year and FREE CAR
5. **Career:** 20+ hours/week – over \$50,000 and FREE CAR

If someone could show you how to get more of what you need without giving up what you value in life with Mary Kay, would you be open to hearing more about it? Yes No

On a scale of 1 – 10, would you be willing to hear more information?
 1-3 (no way) 4-6 (possibly) 7-8 (very interested) 9-10 (let's give it a try!)

TAKE A TAPE, AND ENTER OUR \$100 PRODUCT GIVEAWAY!!