

# MARY KAY – DID YOU KNOW?

## Did You Know?

### Some Interesting Facts about Mary Kay Cosmetics

- ☞ Mary Kay has been the #1 Best Selling Brand of skin care and color cosmetics since 1993.
- ☞ The Mary Kay Sales Force includes more than 1.7 million people in more than 30 global markets.
- ☞ Only 2% of all cosmetic companies manufacture their own products. Mary Kay is one of the 2%. They develop, test, and package the majority of its won products in state of the art plants in Dallas and China.
- ☞ The Mary Kay Ash Charitable Foundation was established in 1996 to fund research of cancers affecting women and the prevention of violence against women.
- ☞ Mary Kay does not conduct animal testing for its products and has signed the PETA pledge.
- ☞ Mary Kay packages their products in recyclable containers.
- ☞ The Mary Kay product line includes more than 200 premium products in five categories: facial skin care, color cosmetics, body care, sun protection, and fragrance.
- ☞ Case studies on Mary Kay's business model have been shared at the collegiate level at several prestigious universities. Professors and college textbook writers have contacted Mary Kay Inc. to learn more about Mary Kay Ash and the Company she founded.
- ☞ More than 200 Independent National Sales Directors in the United States have earned more than \$1 million in commissions.

Name: \_\_\_\_\_

Home Phone: \_\_\_\_\_ Work/Cell Phone: \_\_\_\_\_

Address: \_\_\_\_\_ City: \_\_\_\_\_

State: \_\_\_\_\_ Zip Code: \_\_\_\_\_ e-mail address \_\_\_\_\_

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

Age: (Circle one)  
18-22    23-34    35-45    46-55    56+

Consultant Name: \_\_\_\_\_

Date: \_\_\_\_\_ I currently use Mary Kay: \_\_\_\_\_ Yes \_\_\_\_\_ No

**In considering the Mary Kay Opportunity, how would you rate your interest level?**

1   2   3   4   6   7   8   9   10 (Let's Get Started)

## Qualities of Successful Mary Kay Consultants:

(Check any that apply to you)

- \_\_\_\_\_ A busy person
- \_\_\_\_\_ Not the "Sales" type
- \_\_\_\_\_ Have more month than money
- \_\_\_\_\_ Do not know a lot of people
- \_\_\_\_\_ Family focused
- \_\_\_\_\_ A decision maker

## Why Women Are Choosing the Mary Kay Career

(Check any that appeal to you)

\_\_\_\_\_ **FLEXIBILITY:** Wouldn't you like to set your own hours; when you want to work and what days you want off?

\_\_\_\_\_ **PERSONAL GROWTH:** Would you like to just about double your current self-esteem, self-image, self-confidence, within the next 30 to 60 days? Mary Kay's philosophy is God 1<sup>st</sup>, Family 2<sup>nd</sup> and Career 3<sup>rd</sup> and we work by the Golden Rule (treat others as you would want to be treated).

\_\_\_\_\_ **MONEY:** Unlimited earning potential.

\_\_\_\_\_ **PRIZES, AWARDS and RECOGNITION:** Extra rewards for a job well done.

\_\_\_\_\_ **CAR PROGRAM:** Choose your ride in style from 7 different career cars- Pontiac vibe or G-6, Saturn Vue or Aura, or 3 Pink Cadillacs- the CTS , DTS ,or SRX

\_\_\_\_\_ **BE YOUR OWN BOSS:** No quotas and no territories.

\_\_\_\_\_ **ADVANCEMENT OPPORTUNITIES & SELF PROMOTION:** Climb the career ladder.....No ceilings!

\_\_\_\_\_ **SOCIAL ASPECTS:** Friends – Positive support system that encourages success.

\_\_\_\_\_ **ADVANTAGES:** Tax deductions and optional benefits (medical & life insurance).

## Are You the "Mary Kay Type"?

*What Kind of Women Benefit from Mary Kay?*

*Circle which type best describes you.*

1. The corporate worker or professional who has experienced a layoff or the "glass ceiling." This woman wants security, respect, quality of life and would like to be paid according to her contribution and performance.
2. A woman desiring her own identity and recognition. This woman does not need income but would like something for herself.
3. Needs flexibility for family responsibilities or other life goals.
4. The retired worker: This woman often has financial restraints; they may need extra income to supplement retirement. They may have found retirement boring and have a desire for meaningful interaction and involvement.
5. The true entrepreneur: Women who want a real career earning \$100 to \$800k. This woman wants to build a substantial retirement and have a high quality of life for her family and herself.